

FINANCIAL TIMES

No. 26,882

Friday January 30 1976

**10p



LONGINES
The World's
Most Honoured
Watch



NEWS IN BRIEF

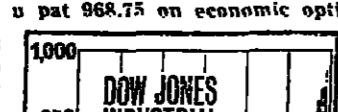
GENERAL

Offer to make up cod cash

BUSINESS

Wall St. up 17.40; equities gain 4.1

• WALL STREET closed 17.40 up past 968.75 on economic optimism



As British trawlers, their crews angry and frustrated, began to head for home from their Iceland fishing grounds yesterday, the Government appealed to them to resume fishing and offered loss of earnings compensation which could total £100,000.

The offer contained in a written Parliamentary answer from Mr. Fred Peart, Agriculture Minister, was linked to a request that the trawlers remain in Icelandic waters until next Wednesday—the Government's deadline for an Icelandic reply to British proposals.

The trawlers were still within the 50-mile zone and prime fishing grounds when Mr. Peart's offer reached them. First indications were that the skippers will accede to the Government's request.

A helicopter rescued 17 crew of the trawler, Ben Gulvin, after it ran aground in high seas off Aberdeen. Back Page, Page 5 and Page 10

Soviet overture on Angola

The Soviet Union, through an article in the newspaper Izvestia, said last night that it wanted a political solution to the Angolan conflict and claimed this was also the policy of the MPLA. In Washington, Dr. Henry Kissinger, Secretary of State, said the U.S. was considering asking Congress for more money for open use in Angola. In London, it was reported that at least 15 former members of the Special Air Services were among the British mercenaries who are on their way to Angola. Page 6

Wilson papers: nine questioned

Nine people were questioned at London's Cannon Row police station yesterday in connection with the Prime Minister's missing papers. Four men and one woman were allowed to go home last night.

More bombs in Belfast

One man was shot dead and a woman wounded when two men walked into a Belfast off-licence and opened fire yesterday. The men also planted a bomb which was later exploded by the army. Five people were injured by a car bomb which exploded outside a west Belfast pub.

China praises Mrs. Thatcher

The Chinese Press yesterday compared Mrs. Margaret Thatcher with Sir Winston Churchill and equated her attack on Soviet militarism with Churchill's warnings about Hitler's intentions before the Second World War.

Tube robbery

Three men armed with shotguns held 50 London commuters at gunpoint last night while they ambushed security guards and stole the £4,000 takings from King's Cross underground station. The men made off in a car.

Water loco

MPS are protesting in a Commons motion about "a scruffy temporary public lavatory with broken windows and a tin roof," which has been put up opposite Westminster Abbey. "You have to use an umbrella in there," said Mr. Charles Irving, Conservative MP for Cheltenham.

Briefly ...

Lord Drogheada, former chairman of the Financial Times, is to head an independent committee to organise London's celebrations to mark the Queen's silver Jubilee next year.

CHIEF PRICE CHANGES YESTERDAY

Prices in pence unless otherwise indicated)

	RISES	FALLS
Treasury Bps 1975-1976	+ 2	
Gas (1975-'76) £100 + 11		
Ird. of Ireland	+ 10	
Ston Clark	+ 7	
Jindell-Pemoglaze	+ 4	
Oxford Prop.	+ 13	
Shbury Schweppes	+ 21	
Woods	+ 17	
unnel Tunnel	+ 7	
steiner "A"	+ 18	
ugh Cooper	+ 3	
dine Secs.	+ 2	
ell (Y.J.)	+ 2	
as Inds. "A"	+ 13	
non Finance Tst.	+ 7	
Westfield Minerals	+ 8	

Fraud alleged at London and County

BY STEWART FLEMING

ALLEGATIONS of fraud are laid should behave as reasonably as previous knowledge and which against Mr. Gerald Caplan, chairman of London and County Securities, in the Department of Trade inspectors' report into the affairs of the company, whose collapse in December 1975 precipitated the secondary banking crisis and the worst financial crisis the country has faced in modern times.

At its peak, London and County had balance sheet totals of about £125m, and was attracting millions of pounds in deposits from the general public through banks in department stores.

But the inspectors paint a picture of a company dominated by a single man, Mr. Caplan, whose senior executives rarely questioned his decisions and whose non-executive directors were given little information about the company and rarely sought more.

Thus, for example, the inspectors point out that only one of the non-executive directors was L and C's 1973 accounts before they were published.

The report has been anxiously awaited in political circles because of the presence of Mr. Jeremy Thorpe, Liberal leader, on the board of London and County from 1971 until its collapse.

The overall conclusion of the inspectors, Mr. A. P. Leggatt, Q.C., and chartered accountant Mr. D. C. Hobson, is that Mr. Thorpe and his fellow non-executive directors "did not sufficiently recognise that directors

should behave as reasonably as previous knowledge and which

against Mr. Gerald Caplan, chairman of London and County Securities, in the Department of Trade inspectors' report into the affairs of the company, whose

collapse in December 1975 precipitated the secondary banking crisis and the worst financial crisis the country has faced in modern times.

On Mr. Thorpe in particular, on the footing of reposing total salary of £5,000 per annum and where it is now, alas, all too clear that he was mainly of use to the company in opening a number of in-store banks.

"No doubt this helped create confidence in such banks on the part of the depositors," says the inspectors.

They then describe Mr. Thorpe's involvement as "a cautionary tale for any leading politician. For unless he is properly informed of the affairs of the company he joins he cannot make his own judgment on the propriety of its transactions; and he is liable to be reminded as Mr. Thorpe must have been, that his reputation is not only his most marketable, but also his most vulnerable commodity."

An "error" In a prepared statement about the report yesterday, Mr. Thorpe conceded that he had made "an error of judgment." Mr. Thorpe's statement said: "I have only seen the inspector's report for the first time this morning. But it is clearly an extremely thorough and detailed report of which I have no serious criticisms and for my part I accept the inspector's conclusions.

"The document has revealed to me many matters of which I had

not previously known and which

the inspectors concede, however, that there were a number of transactions "where there was a deliberate intention by directors to mislead the auditors, and others where directors negligently failed to inform members of meetings having a significant impact on the accounts."

This was, I concede, an error of judgment. I am glad that the inspectors have acknowledged that the in-store banking affair

with which I was principally concerned caused no loss to the auditors," he said.

The report runs to about 300 pages and is in places highly critical of the individual executives of L and C, apart from Mr. Caplan, speaking of his "inherent dishonesty" and adding: "We are bound to conclude from this evidence before us that he had less regard for the truth and a lower standard of integrity than is reasonably to be demanded of the chairman and managing director of a public company."

Early in their report the inspectors draw attention to "three matters tending to show that offences had been committed."

They refer to transactions recorded in the accounts of the group's banking subsidiary under the fictitious name of "J. Cartwright," an account of which the inspectors say: "Notwithstanding Mr. Caplan's protestations to the contrary, the auditors should not have signed unqualified audit reports on the accounts of L and C or A and D (London and County A and D, a subsidiary) at March 31, 1973.

The main extent of inflation of the cash balances was known to the audit partner, Mr. Plummer, and it was so serious as to make the accounts misleading to a material extent."

Earlier they say that the accounts were unsatisfactory in a number of ways "of which the auditors were aware, or should have been aware, had they pursued their inquiries with reasonable diligence."

Continued on Back Page Report details, Page 12

Report details, Page 12 • Lex, and Thorpe's statement, Back Page

Ceiling for pay rises stays despite cut in differentials

BY MICHAEL BLANDEN

THE PRIME MINISTER made it clear yesterday that there will be no relaxation of the £5,500 limit for pay rises under the present pay policy, in spite of the evidence of a sharp narrowing of salary differentials given by the Diamond Commission report.

However, he said that the Government was considering the implications of the report for policy towards higher incomes generally and would hold "appropriate consultation" before deciding on any new policy.

Mr. Wilson said in a written Parliamentary answer that the Government was also reviewing in this context the recommendations made in 1974 for higher salaries for chairmen and Board members of nationalised industries by the Top Salaries Review Body.

Report details, Page 15 Editorial comment, Page 18

more positive line is taken by the three leading industrial and commercial members on the Commission.

The Commission finds that their share of total income from employment in 1974-75 was about 2.1 per cent before tax and 1.2 per cent after tax.

There has been a sharp drop in the level of real earnings of top managers allowing for increases in the cost of living and tax, the report says.

There was a 17 per cent fall between 1969 and last year and a 25 per cent reduction at the level of £20,000 a year.

There has also been a tendency over the same period for differentials in the pay of managers, both before and after tax, to become compressed.

The report of the Royal Commission on the Distribution of Income and Wealth under Lord Diamond finds no general rules which can be applied to explain the size of pay differentials.

It argues that the general contraction over many years of differentials between the higher and the lower paid is part of a process of change in the course of economic and social development in a number of Western countries.

We are, therefore, not surprised," the report says. "But in their addendum, described by Lord Diamond and Mr. Murphy yesterday as reflecting within the Commission, they say: "We feel, however, that it is essential that the problem of rewarding management adequately should be recognised and dealt with as soon as possible."

The report, the third in the series of annual reports on the distribution of income and wealth, estimates that salaries for managers are substantially lower in the U.K. than in most other developed countries when allowance is made for cost of living differences and tax.

But it argues that the general level of salaries and wages also varies between countries and reflects differences in the gross domestic product per head of the population—in other words, that people's income is related to the general level of economic prosperity.

Between 1959 and 1974, the proportion of people in this

income restraint, including income from employment, fell from 10 per cent to 5 per cent.

The report adds: "This represents about three in every 100 people receiving incomes from employment."

Between 1959 and 1974, the proportion of people in this

income restraint, including income from employment, fell from 10 per cent to 5 per cent.

The report adds: "This represents about three in every 100 people receiving incomes from employment."

Between 1959 and 1974, the proportion of people in this

income restraint, including income from employment, fell from 10 per cent to 5 per cent.

The report adds: "This represents about three in every 100 people receiving incomes from employment."

Between 1959 and 1974, the proportion of people in this

income restraint, including income from employment, fell from 10 per cent to 5 per cent.

The report adds: "This represents about three in every 100 people receiving incomes from employment."

Between 1959 and 1974, the proportion of people in this

income restraint, including income from employment, fell from 10 per cent to 5 per cent.

The report adds: "This represents about three in every 100 people receiving incomes from employment."

Between 1959 and 1974, the proportion of people in this

income restraint, including income from employment, fell from 10 per cent to 5 per cent.

The report adds: "This represents about three in every 100 people receiving incomes from employment."

Between 1959 and 1974, the proportion of people in this

income restraint, including income from employment, fell from 10 per cent to 5 per cent.

The report adds: "This represents about three in every 100 people receiving incomes from employment."

Between 1959 and 1974, the proportion of people in this

income restraint, including income from employment, fell from 10 per cent to 5 per cent.

The report adds: "This represents about three in every 100 people receiving incomes from employment."

Between 1959 and 1974, the proportion of people in this

income restraint, including income from employment, fell from 10 per cent to 5 per cent.

The report adds: "This represents about three in every 100 people receiving incomes from employment."

Between 1959 and 1974, the proportion of people in this

income restraint, including income from employment, fell from 10 per cent to 5 per cent.

The report adds: "This represents about three in every 100 people receiving incomes from employment."

Between 1959 and 1974, the proportion of people in this

income restraint, including income from employment, fell from 10 per cent to 5 per cent.

The report adds: "This represents about three in every 100 people receiving incomes from employment."

Between 1959 and 1974, the proportion of people in this

income restraint, including income from employment, fell from 10 per cent to 5 per cent.

The report adds: "This represents about three in

The Financial Times Friday January 30 1976

Cambridge Arts

Don Pasquale

by ELIZABETH FORBES

Cambridge University Opera Society is performing *Don Pasquale* at the Arts Theatre all week, spreading a little warmth over the frozen Donizetti's comic masterpiece by no means a foolproof to perform or produce. The play on the elderly Pasquale by the other three main actors can very easily seemness, if not downright cruel, treated with too much—or little—seriousness, while the killing score needs handling a precise degree of delicacy to scintillate conviction.

On the whole, CUOS ages well on both these occasions. production, by Steven Ott, is straightforward and song-tung in Phillip's English version—and his bedside manner is already excellent—should obviously be more than a little taken with Norina herself. Their plotting a feather duster had me worried for a while) and a real swing.

The other, even more famous, protagonist spring naturally from their characters. Don Pasquale and Norina, also make its inevitable effect, and has to be repeated (with the drop curtain). The English language allows down the patter section a bit, but both singers get their words across splendidly. As Don Pasquale, James O'Neill retains throughout, with some part of his mind, an awareness of the foolish figure that he is cutting; consequently he never entirely loses his dignity. Anthony Attwell sings a positive Ernesto, wisely refusing to force his bright, lyrical tone even in the moments of strain. It is rather with well-judged tempos unkind to make him sing 'Com' keeps the rhythms taut and gen'l right down stage. He obtains alert and Servants chorus is lively and full co-operation from the cheerful.

Nottingham University

La Vestale

by MAX LOPPERT

Nottingham University's Group has this year started, in a new English translation by Elizabeth Forbes, Linnin's first Parisian opera, *La Vestale*, of 1807. Though less similar than several previous Nottingham explorations—in the two decades alone produced have been mounted with stellar heroines of (amongst) Callas, Crespin, Gencer, Scotto—the opera is still enough to win Nottingham's gratitude of 18th-century opera students. This will be a somewhat cold collaboration; but, although in a performance of which is only the first Grand Opera, audiences are easily won, at least the outlines of the grandeur, of one's favourite opera, were red.

La Vestale several key roles, the noble serenity of Gluckian classicism, the fiery expressive power of Verdi's *Medea*, and the intensity of Verdi's *Ode des infante*, were vividly told. "O des infante," ("Goddess of the weak") in Miss Forbes' generally lucid, well-managed translation was a rush — the Callas recording should serve as a model here, and the legendary ones of Rosa Ponselle elsewhere.

The rest of the cast was above student-production average. Linnin's Julia's lover, a low-tempered, embryonic *heidenmensch* part, was taken by John Richards, a young Opera Centre singer with an interesting, incidentally heroic style and good diction, inclined at moments to flatness. Joan Clarkson was the Grand Vestal, Clive Harre Cline, Linnin's friend; as the Grand Pontiff, Cyril Grice disclosed a example of Napoleonicism, broad and dignified, of presentation by the of to-day's theatres in pomp and luxury of cast part of the repertory, the ought to be maintaining. Grout found "a rather harmonic structure, powerfully swinging between tonic and dominant," yet in this it accords with an amateur that got little idea of its original richness. It was underweight, but intensely committed. Further performative movement that last evening was witness.

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness). The rest of the cast was above student-production average. Linnin's Julia's lover, a low-tempered, embryonic *heidenmensch* part, was taken by John Richards, a young Opera Centre singer with an interesting, incidentally heroic style and good diction, inclined at moments to flatness. Joan Clarkson was the Grand Vestal, Clive Harre Cline, Linnin's friend; as the Grand Pontiff, Cyril Grice disclosed a example of Napoleonicism, broad and dignified, of presentation by the of to-day's theatres in pomp and luxury of cast part of the repertory, the ought to be maintaining. Grout found "a rather harmonic structure, powerfully swinging between tonic and dominant," yet in this it accords with an amateur that got little idea of its original richness. It was underweight, but intensely committed. Further performative movement that last evening was witness.

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

opera stands revival on its credit credentials alone. *Spontini's* melodic spans, fully accented declamation, central working at once full and elaborate, and structures of linked parts, *The Fall of Troy* above all, are witness).

WORLD TRADE NEWS

INDO-BRITISH TRADE

Unfulfilled partners

BY K. K. SHARMA

WHEN Mr. Peter Shore, British Trade Secretary, visited New Delhi in December and met the members of the Indo-British Joint Committee, many eyebrows were raised about the need and effectiveness of the Indo-British Joint Committee on economic issues. The value of which declined from Rs.2,370m. in 1972-73 to Rs.2,134m. (US\$1.7m.) in 1974-75.

At the same time, exports of the committee would supplement, risen.

Mr. Shore's answer was that other European countries have channels of communication. The committee will discuss current issues arising from commercial and similar relations which have changed over the years.

Moreover, the committee needs to consider itself. In bilateral issues, and could "discuss wider questions which bear on our joint interests as members of the world trading community". Yet another reason for it according to Mr. Shore was the change in the development strategies of both countries and with the poses that such companies dilute public sector becoming crucial to both. The increasing scope for co-operation between the increasing Indian investment in public sectors meant the plantations which is not suitable could be used for a necessarily desirable. An alternative of interests "two is to sell a major part of subcommittees, which may include representatives of both the public and private sectors.

But it is equally clear that may be as much as £100m. That gain better terms from the rules governing foreign investment in India and the uncertainty created by the Foreign Exchange Regulation Act (FERA) which seeks to dilute foreign equity holdings in companies here. A major example is that of British plantations which were worth about £1.26bn. in 1969. FERA protects both countries and with the poses that such companies dilute public sector becoming crucial to both. The increasing scope for co-operation between the increasing Indian investment in public sectors meant the plantations which is not suitable could be used for a necessarily desirable. An alternative of interests "two is to sell a major part of subcommittees, which may include representatives of both the public and private sectors.

representatives of both the public and private sectors.

may be an extreme example of the uncertainties caused by if possible of the kind given to signatories to the Louvre convention. The Indian Commerce Minister remarked to Mr. Shore about the need to "globalise the initiatives taken by the EEC in favour of other developing countries including India. India still has to sort out problems relating to export of coal, oil, and tobacco to the EEC and the hope is that the new committee will take these matters up with the European Commission.

India also expects discussions in the joint committee to lead to greater diversification of exports to Britain, which are at present largely restricted to traditional items. Now that the Suez Canal is open, exports of iron ore, for example, can be made at competitive prices that the longer route around the Cape made impossible (an area, incidentally, in which the public sectors of the two countries can cooperate). There are hopes also of exporting to Britain such labour-intensive items as electroplated cutlery, hand tools, small fasteners, diesel engines and the like.

New Delhi also seeks British co-operation in raising her own export capability by setting up joint ventures both in India and third countries. The committee's terms of reference indicate what India expects. They include identification of existing technological gaps and those likely to develop, with a view to filling them with British collaboration. Another is joint manufacturing programmes of industrial groups in both countries to take maximum advantage of relative production costs of various components. These include hand tools, small fasteners, diesel engines and the like.

AMERICAN NEWS

Extra meeting suggests Rabin-Ford talks hitch

BY DAVID BELL

PRESIDENT Ford held an unexpected and hastily arranged meeting with Mr. Yitzhak Rabin, the Israeli Prime Minister, at the White House this morning, with the Palestinians unless they prompt some observers to first change their attitude towards the existence of Israel. It is fast becoming an open secret that the Administration is seeking some formula which would allow the Palestinians to participate in a preparatory meeting that might lay the groundwork for a full Geneva conference.

Neither the White House nor the State Department would comment on the subject of the talks immediately after they finished but Mr. Ford and Mr. Rabin were reported to be looking

for "sombre" as the President escorted the Israeli Prime Minister to his car after the meeting.

In all his speeches here, and also in private, according to diplomatic sources, Mr. Rabin has been extremely cautious about any new initiatives that have been hinted at by the U.S.

This extreme wariness is believed to have irritated Dr. Kissinger, who feels that there is now an urgent need for more progress in an attempt to find some way forward in the Middle East.

It is too early to be sure whether today's extra talks are his visit to other parts of America. He returns to Israel

President Ford has emphasised publicly since Mr. Rabin arrived and there have been significant disagreements, on February 6.

WASHINGTON, Jan. 29

Continental Baking win dismissal of one suit

By Gay de Jonquieres

NEW YORK, Jan. 29—ONE OF THE federal government's two antitrust suits against ITT Continental, the largest bakery company in the U.S., has been dismissed by a district court in San Francisco for lack of evidence.

The case, which was brought by the Justice Department, alleged that Continental, five other bakery concerns, conspired between 1966 and 1974 to fix prices, rig bids artificially allocate territories in the San Francisco area.

The defendants indicted by a federal grand jury last June and include Interstate Brands, American Bakeries, Townkraft Baking, Snowflake Baking, and Almond & Salmon Executives.

None of the defendants, save one, pleaded innocent. John Nielsen, granted defense motion for acquittal, saying that he doubted there was sufficient evidence to send the case to the jury.

Still pending against Continental Baking is a more comprehensive case brought December 1974, by the Federal Trade Commission, which accuses the company of a variety of anti-competitive practices in an effort to monopolise markets in different parts of the country.

Unlike the Justice Department case, which accused Continental and its defendants of keeping prices too high, the FTC has also accused the company of selling its products at below cost in attempt to undercut competitor.

Imported flour caused Jamaican food poisoning

By Canute James

KINGSTON, Jan. 29—TWENTY persons have died and about 200 are being treated in hospital following outbreak of food poison which has been traced to health officials to counter ill imported from West Germany and contaminated by phosphate insecticide.

The outbreak started in eastern end of the island, has now spread to west sections, despite Health Ministry attempts to burn a dump all counter-bour of brand which has been eliminated.

It is the second time in three years that flour contaminated by Parathion has caused death in Jamaica, and officials believe that the food affected by the insecticide before it reached Jamaica, Parathion was banned by several years ago.

Counter flour is a popular and cheap basic food in poor urban and rural Jamaica. The Government has been distributing a corn soya blend people in the affected areas.

Despite an extensive public education campaign against use of all forms of count flour during the past week, death toll has been rising slowly.

Congress approves \$6bn rail Bill

BY DAVID BELL

WASHINGTON, Jan. 29

CONGRESS last night finally approved a far-reaching, \$6.2bn. railway bill designed to revitalise north eastern railway companies, prevent others from going bankrupt and greatly improve passenger service between Boston and Washington.

The rest of the money will go to help other railway companies modernise and the bill also contains a number of new provisions which would allow railway companies in financial difficulties greater flexibility in selling off their very often considerable holdings of land to help ward off bankruptcy.

Concern about the future of the country's railways has been growing since the collapse of Penn Central brought home to Congress the fact that many railroads had earlier threatened to shut down. Recognising the money to enable them to stay in business and needed con-

cerning the future of the Government-backed corporation to be called Conrail, which will operate the new system.

A further \$1.6bn. is to be spent on virtually rebuilding the line from Boston to Washington, so

to become law shortly.

During this period, the Justice Department would be free to seek a federal court injunction temporarily blocking the acquisition until its legality was decided by the relevant courts.

Such an extension in the Justice Department's authority originally received the full support of the administration. Recently, however, Treasury Secretary William Simon, a former investment banker whose current department has no anti-trust jurisdiction, has spearheaded a drive to have this endorsement withdrawn.

Outside critics of the Bill on Wall Street. Those publicly opposed include Mr. Felix Rohatyn, a former investment banker who is now chairman of the Municipal Assistance Corporation, Mr. Gustave Levy, a senior partner at Goldman Sachs, and Mr. Bernard Lasker, a former chairman of the New York Stock Exchange.

U.S.-LATIN AMERICAN RELATIONS

Two steps forward, one back

BY HUGH O'SHAUGHNESSY, LATIN AMERICA-CORRESPONDENT

WASHINGTON's relations with Latin America, never the easiest at least at the last conference on the U.S.-owned bauxite companies, U.S. acceptance of most successful field for U.S. diplomacy, are according to some Washington observers, a veteran diplomat who appears this month of the predominantly U.S.-owned oil companies, current negotiations with Peru over the dispute involving the Marcona mining company, the absence of a hostile response to the establishment by the Latin Americans of SELA, an intergovernmental body which intends to co-ordinate the region's policy in the context of world economic strategies without the aid of Washington, and the absence of

that for the political parties appear to be more important than for the political parties.

It is even unclear how far Henry Kissinger himself is behind the new attitude. Apparently it took much persuasion of the most emphatic to convince him that the U.S. needed to dissociate itself from the Pinochet regime in Chile when the subject was raised November and last month in UN. The most sensitive hand of Latin American affairs by diplomats in the field and Washington is likely to be found in U.S. domestic political quagmire appear to be more important. As one U.S. academic authority on Latin America marked: "The diplomats must realise that for the political U.S. or anywhere else, the ruling principle is 'Me First' No politician who ignores principle survives long enough in political life to find out whether or not he is a Statesman."

The new understanding approach to Latin America, it is very easy to predict, could be swayed away by domestic considerations in the course of the year. No conservative U.S. president is likely to have much sympathy for the winds change blowing through region.

Even these gestures by which some Latin Americans set aside much store, are as many realises to me six cases where the U.S. powerful forces within the U.S. system. The Congress may well bank at the deal worked out by official U.S. and Panamanian negotiators over the Canal, a President may well feel the need to abandon a low key Latin

company in the region. Many of them see that the long term interests of the U.S. are not really served by installing or through the UN at the instance of the Mexican President Luis Echeverría.

It is as well to get into perspective the present State Department attitudes. In the first place they are not as advanced or forward looking as many in Washington would like them to appear. To claim as evidence of a new U.S. goal will the lack of hostility to SELA means little since the U.S. has no locus standi there. In other cases, Washington is merely making gestures to governments over which it has a large measure of control or which it has no option but to support for fear of something worse.

Even these gestures by which some Latin Americans set aside much store, are as many realises to me six cases where the U.S. powerful forces within the U.S. system. The Congress may well bank at the deal worked out by official U.S. and Panamanian negotiators over the Canal, a President may well feel the need to abandon a low key Latin

WORLD VALUE OF THE DOLLAR

This major service by Bank of America appears every week on Friday in the Financial Times

See page 23 today

B BANK OF AMERICA
NATIONAL TRUST AND SAVINGS ASSOCIATION

GOLD FIELDS GROUP

GOLD FIELDS PROPERTY COMPANY LIMITED

(Incorporated in the Republic of South Africa)

INTERIM REPORT FOR THE SIX MONTHS ENDED 31 DECEMBER 1975

The consolidated results are as follows:		
6 months ended 31 December 1975	6 months ended 31 December 1974	Year ended 30 June 1975
REVENUE	R'000	R'000
Profit on property and township sales	686	386
Property rentals	400	273
Gold clean-up and tribute	63	221
Profit/(Loss) on salvage of buildings and equipment	(8)	111
Income from investments and interest	467	374
Sundry revenue	163	236
	1,771	1,601
EXPENDITURE		3,283
Administration, property and general expenses	721	579
NET PROFIT BEFORE TAXATION	1,650	1,022
TAXATION	394	321
NET PROFIT AFTER TAXATION	656	701
Earnings per share—cents	6.4	6.9

Notes: (a) The results for the period ended December 1975 are actual but unaudited.

(b) A dividend of 8 cents per share, absorbing R610,000 declared on 28 July 1975, was paid during September 1975. The declaration of a dividend for the current financial year will be considered in July 1976.

(c) Included in Sundry Revenue is an amount of R28,000 being the profit on sale of certain Fixed Assets in a subsidiary company. This profit will be transferred to Non-Distributable Reserve at the year-end.

(d) It is the policy to write down Investments at the year-end to the lower of book or market values. Accordingly no provision has been made in the accounts for the six months ended 31 December 1975.

The decrease in profit from salvage of buildings and equipment at the group's old Sub Nigell and Luipaards Vlei mines reflects the declining scale of these operations. In line with lower gold prices the income from gold tribute has decreased. With the prospect of certain property sales being concluded in the current six months period the net profit after taxation for the year to June 1976 should exceed the figure for 1975.

Registered Head Office: Gold Fields Building, 75, Fox Street, Johannesburg, 2000.

London Office: 49, Moorgate, London, EC2R 6BQ. 29 January, 1976

On behalf of the Board
A. M. D. GNODE
B. R. VAN ROOYEN

APOLLO

Edited by Denys Sutton

The world's leading magazine of Arts and Antiques

Published Monthly price £1.25 Annual Subscription £16.00 (inland)
Overseas Subscription £18.00 USA Air Assisted \$48.
Apollo Magazine, Bracken House, 10, Cannon Street, London,
EC4P 4BY. Tel. 01-246 8000

Swiss chemicals setback

For the first time in 20 years, showed an increase of 32.4 per cent, which resulted in the total export figures for the year being more than marginally down on 1974 at 1974's performance reported. In the car sector the home market was expected to continue lively, but there will still be considerable uncertainty in the export field where manufacturers have been hit both by the world recession and declining competitiveness due to high domestic wage costs, and surrendering their position as the world's leading exporters to Japan.

Mr. Joachim Diekmann, general director of the Verband der Automobilindustrie, said motor manufacturers increased production by 3 per cent, to 3.18m. units. But output last year still remained a fifth below 1973's figures. There had, however, been a tremendous surge

in demand for small cars of up to 1.0 litre cubic capacity. Car makers, whose overall output was up by 4.5 per cent against 1974's performance reported 15.7 per cent output increase in this class. However, in the industry as a whole, rose to DM59bn. during 1975—some 15 per cent above the previous year's level. At the same time prices rose by an average 5 per cent.

Behind the rise in production and turnover was the considerable improvement in domestic demand. Registrations increased by 23 per cent, to 2.22m. units, while private car registrations rose even faster—going up by 24 per cent, to 2.11m. units. Exports in 1975 totalled 1.65m. vehicles—12 per cent fewer in 1974 and a full 30 per cent beneath 1973's record results.

Singapore deficit

Singapore's trade deficit widened to \$55.62bn. in 1975 from \$35.65bn. in the previous year, preliminary figure. Imports last year totalled \$19.27bn. (20.40bn.), and exports \$35.12bn. (14.15bn.).

Westinghouse in Iran

Westinghouse Canada has received an order from Shahpur Chemical of Iran for a 15,000 kilowatt gas turbine power plant valued at about \$2.6m.

Michael Donne.

The Rolls-Royce share of the deal for the three RB-211 engines involved is £2.75m. RB-211 for TriStar has already generated sales worth more than £300m. for the U.K. aerospace industry.

Hong Kong exports

A substantial rise at the end of last year gave a boost to Hong Kong's trade figures for 1975.

It is being built for Kenema Sugar, in which the Sudanese Government has a majority stake.

Technip in Sudan

French plant design and construction firm Technip has received a

EUROPEAN NEWS

Greece not ready for full membership, says EEC

REGINALD DALE

RA long and difficult meeting of the EEC Commission recommended putting off membership of the Community until the country's existing member states have been brought more into line with those of the Nine. Sir Christopher Soames, vice president for external relations, which included the British, German, Irish, Danish and Belgian Commissioners.

Sir Christopher told a Press conference that, although the country's 1962 association agreement had brought Greece and the Community a long way towards a customs union, it had not greatly reduced the impact of full membership. Progress towards harmonising Greek agriculture with the Community had been limited, largely because of the "freezing" of the commission for entry, saying that the intermediate "period" should be an intermediate period in which major structural changes would be made in industry and agriculture, aid of Community funds.

Meanwhile, the Commission formal entry negotiations would be opened with Athens, he said.

The commission has given a date for entry, saying that the "intermediate" period should be an intermediate period.

Long-awaited recommendations represented a clear victory for the Commission who argued for a cautious approach to the Greek application.

Outside the community, Greece

BRUSSELS, Jan. 29.

The four French and Italian Commissioners, including President François-Xavier Ortoli, argued for early Greek entry, but they were defeated in a vote this morning by the faction led by Sir Christopher Soames, vice president for external relations, which included the British, German, Irish, Danish and Belgian Commissioners.

Sir Christopher told a Press conference that, although the country's 1962 association agreement had brought Greece and the Community a long way towards a customs union,

the Community would fully accept Greek membership as soon as the country was ready.

The Commission's recommendations now go to the Council of Ministers, which must decide unanimously on its response to the Greek request.

• Sig. Attilio Spinelli, the Common Market Commissioner for aeronautics, criticised France and Britain for failing to support the Commission's plans for a joint EEC aeronautics industry. Reuter reports from Rome.

Italy seeks European loan

DOMINICK J. COYLE

ITALIAN Treasury and the Bank of Italy are understood to be linking their efforts to put together a short- and term support package for the lira, including the possibility of direct assistance from EEC pending some resolution of the political crisis.

There are no indications that any request has yet been Brussels by the present government here, but contacts are being made at the official level to ascertain it.

A second round of formal negotiations with the IMF is expected to start early next month on Italy's request for a further drawing of \$530m, but finally cannot be reached until there is a new Government here able to sign the necessary "letter of intent" incorporating the economic and monetary undertakings for which the Fund is said to be pressing.

On the surface at least, economic policies remain at the centre of the difficulties which Sig. Aldo Moro, the Prime

Minister designate, is experiencing in forming a new administration.

Any community assistance to Italy would be essentially medium term and at an interest rate well above that attaching to any new stand-by from the international monetary fund, but EEC participation in a new support package for the lira must secure an advance sufficient to allow for a parliamentary backing for such an administration and that, in effect, involves inevitably the economic programme of any new government.

Anthony Robinson adds from Rome: The lira came under renewed pressure in inter-bank trading yesterday, as dealers reported the first consistent wave of commercial demand for foreign currencies on the part of oil companies and other importers.

The lira closed in Milan at 742/744 lire to the dollar, compared with Wednesday's closing 733/735 lire, an effective devaluation of about 8 per cent at the last official fixing 10 days ago.

Conjuror' criticism of Moro

ANTHONY ROBINSON

RIME MINISTER Moro programme as the basis for discussion.

This is interpreted here as a sign that Sig. Andreotti is manoeuvring for the post of future Prime Minister and is putting himself forward as the man most likely to be able to reach an agreement with the Socialists. But the man he is reported to be in close contact with is not the present secretary of the Socialist Party, Francesco de Martino, but Sig. de Martino's long-standing rival, Giacomo Mancini. Postponement of the Socialist Party congress is due to some extent at least, to fears within the PSI that a Congress right now would result in a bitter

leadership struggle between Sig. de Martino and Sig. Mancini.

Under these circumstances, both Sig. Moro and Sig. de Martino have a common interest in trying to patch up some form of agreement. But PSI support for the future Government hangs on the possibility of obtaining an agreement with the Christian Democrats on an economic policy which incorporates PSI ideas.

It is on economic policy, therefore, that the current round of negotiations is centring a choice which also reflects the need for a political agreement to facilitate the search for substantial foreign loans.

Employer
stenced
'neglect'

BERT MAUTHNER

PARIS, Jan. 29. SIMMERING row over legal responsibility of employers for accidents to employees caused by the application of statutory safety health regulations red up again in France with another severe verdict.

Jean Planche, the director of a building company in Vichy, Central France, was given a suspended sentence of six months yesterday and rs.10,000 (about £1,000) in damages and failure to meet safety regulations. The court was considered by the judge to have led to the death of a bricklayer working for him.

The Christian democratic parties and employers are far from happy with these developments, which they regard as turning the clock back towards a "conflict model" of industrial relations.

SWEDEN LOWERS DISCOUNT RATE

BY JOHN WALKER

STOCKHOLM, Jan. 29. SWEDEN has lowered its discount rate by half a per cent, from 6 to 5 per cent effective from tomorrow, the Riksbank (Central Bank) announced today. The domestic long-term lending rate remains unchanged.

COD WAR

Hallgrímsson under pressure

JR OWN CORRESPONDENT

DOD WAR lends itself to depletion were to be averted in terms of a straight clash between two nations, but that interpretation simplifies the matter not help to understand the situation under which the

Prime Minister, Mr. Hallgrímsson, finds himself in the settlement of the Icelandic fisheries' issue. The cod war in 1973 has become painfully overfishing—partly by British fishermen's jobs. The point has been driven home in the minds of the Icelandic public which is more vociferously against any concessions to Britain than ever before.

The political opposition has played on this sentiment with great skill. A former Fisheries Minister, Mr. Ludvík Josefsson, has become the principal spokesman of the opposition on the fisheries issue and has advocated a complete break with Nato. A closure of the Nato base, seven years of diplomatic ties with Britain and a complete refusal to return to the bargaining table.

His arguments have fallen on deaf ears, since Icelandic pride has been deeply humiliated by the superior British naval force in Icelandic waters which

has rendered the coast guard all but ineffective, crippling two of its most important ships.

Against the background of the rhetoric of Icelandic politics, Prime Minister Hallgrímsson's measured remarks have earned him the label of being weak and hesitant. He has doggedly stuck to his position that the Government should go in for negotiations rather than have British vessels scoop up uncontrolled catches under armed protection for an indefinite future.

He has not remained immune to the national mood, however, being a pragmatic politician first and foremost. Privately, he and his fellow cabinet Ministers have hinted that the Nato alliance will have little meaning for Iceland, if it is of no use in settling the present conflict. It was recently made clear to Mr. Joseph Luns, secretary-general of Nato in Reykjavík, that if the cod war were to remain unsettled much longer, Iceland would obviously have to review its membership.

Rearring in mind that Mr. Hallgrímsson and his independent party have always been staunch Nato supporters, this must be regarded as a major policy shift.

Uncertainty among W. German businesses

BY ADRIAN DICKS

MUNICH, Jan. 29. TWO-THIRDS of German companies remain unconvinced that the next few months will bring them any increase in exports. But there has been a notable increase in the number of those who do expect an improvement and most businessmen believe they will at least hold their own in foreign markets as demand picks up later this year.

These are some of the findings of the latest survey of business opinion published here today by the IFO Institute for Economic Research, taken during the course of December. They seem to indicate a degree of uncertainty among the business community about this year's economic prospects that is at variance with the more optimistic note now being struck in official circles.

The IFO survey confirms other indications of the hard blow struck at German exports during the worst of last year's recession, and reports that many businessmen experienced an enormous increase in foreign competition. However, with the exception of a few industries, including shipbuilding, china and toys, most companies now feel that the competitive situation will not deteriorate further.

France holds price rises

BY RUPERT COWELL

PARIS, Jan. 29. SLOWING INFLATION and a rapid recovery in growth is the happy economic picture which the Finance Minister, M. Pierre Fourcade, can present to France.

Consumer prices rose only 0.6 per cent in December for the second month running, the lowest such increase since the end of 1973. For 1975 as a whole, the retail price index, as measured by the National Statistics Institute, INSEE, climbed 15.2 per cent in 1974.

To-day's bombings were accompanied by a series of anonymous telephone calls to prominent Left wingers threaten-

Spain disillusionment grows

BY ROGER MATTHEWS

THE SPANISH Centre-Right, including that section closely associated with Sr. Fraga Iribarne, the Minister of the Interior, today joined in the chorus of criticism which followed the Government's key policy speech delivered yesterday by Prime Minister Carlos Arias. Inevitably, the Premier was not going to please everyone, but his closest supporters must be disappointed at the lack of positive response.

Sr. Rafael Pérez Escolar, who recently took over the presidency of the political group headed by Sr. Fraga until he was appointed to the Cabinet last month, said the Prime Minister seemed to have forgotten that he was not merely addressing the Cortes (Parliament) but also the entire nation. Each section of Sr. Arias's speech had contained positive elements, but these were always followed by a cautionary "but" in order to calm the sensitivities of the Cortes members.

Government sources stressed that the speech had to be seen

within the context of the Cortes whose members are mostly heavily conservative. They argue that the Prime Minister could not have said more without risking an open show of disapproval.

The variety of interpretations was highlighted by the fact that some key Ministers continue to talk privately about holding a general election during the first part of 1975 and freely use the expression "political parties," which Sr. Arias expressly avoided yesterday.

It was also emphasised to-day that three passages in the speech point directly to the holding of a referendum later this year.

The Government and King Juan Carlos were looking for a public display of support for the monarchy, which could be lost in historic opportunity.

While Sr. José María Gil-Robles

should this be chosen as the in Seville, allegedly for organising strikes in the city.

Legal sources revealed to-day that military authorities are drawing up the case against eight postmen who are likely to be court-martialled for holding a meeting after the Post Office was brought under Army jurisdiction.

Christian Democrats, who are holding a major international

film censorship will be abolished in Spain under a new law drafted by the Government.

Rogelio Diaz, the Government's director-general for the film industry, said yesterday.

(UPI).

congress in Madrid this weekend, also expressed disapproval of the speech. Sr. Ruiz-Jiménez, a former Education Minister, considered that the Premier had

been step back from the liberalisation of the economy.

By voting Yes to this question, the public could thus be seen as giving overall support to the monarchy.

LISBON, Jan. 29.

Bomb terror hits Northern Portugal

BY PAUL ELLMAN

AFRESH WAVE of anti-Left wing violence hit Northern Portugal to-day with six bombs exploding almost simultaneously in the city of Braga. Another attack caused severe damage to a chapel in the town of Povoa de Varzim administered by a

The latest blasts, which were directed against premises occupied by Communist and other Left wing groups in Braga, took the total number of bombings since the current wave began in mid-October well past the 100 mark. According to a detailed analysis published by the Communist newspaper Avante to-day, there have been 145 bomb attacks and 149 other assaults on Left wingers in Portugal since last May.

To-day's bombings were accompanied by a series of anonymous telephone calls to prominent Left wingers threatening to do which would not which gave the Revolutionary

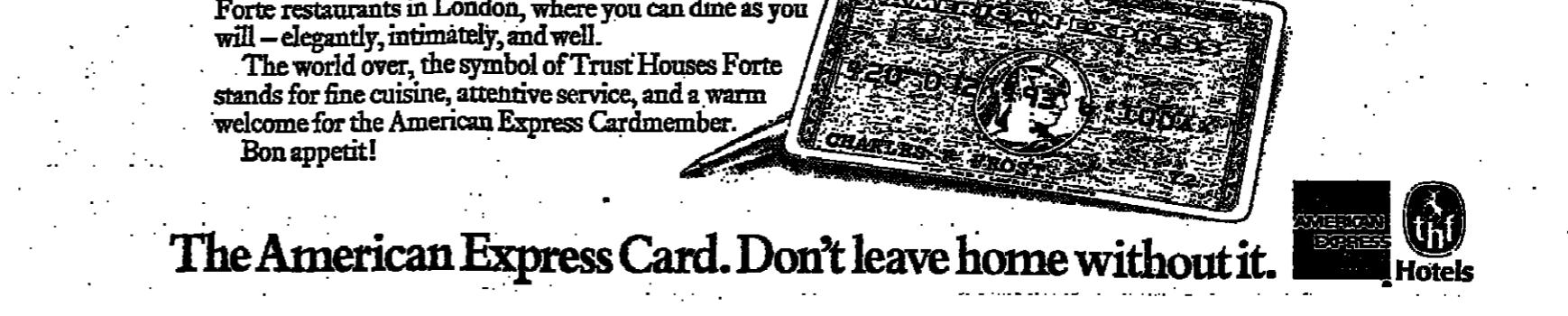
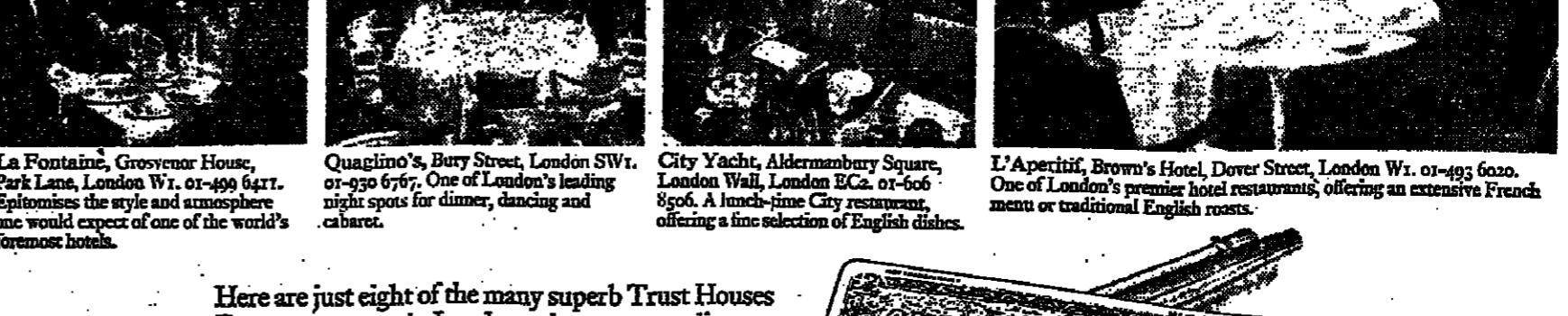
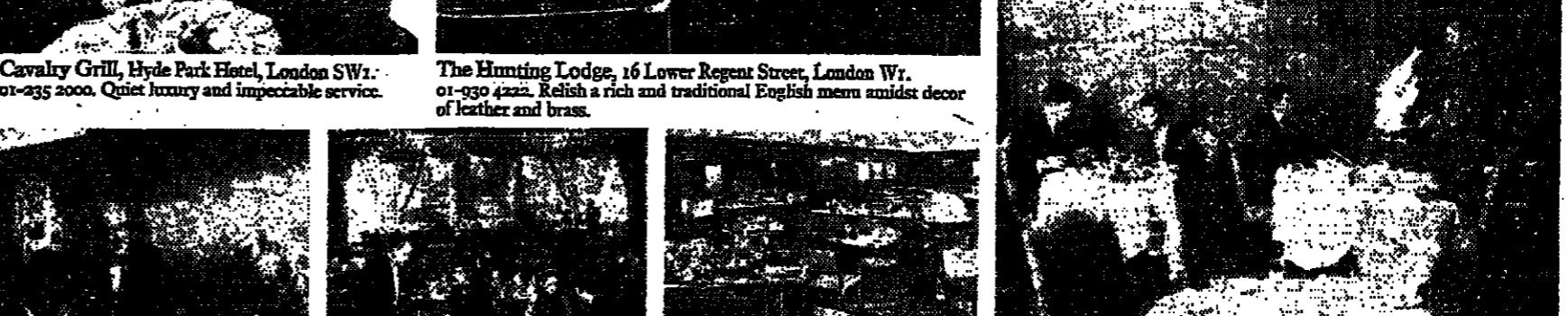
The agreement, which is the outcome of exploratory discussions by a joint U.S.-Portuguese Commission, is based on an assessment by Washington of the total support in the shape of grants and soft term loans that Portugal might hope to receive from the United States.

The Portuguese will now set about the task of drafting projects, especially ones designed to ease the country's rapidly deteriorating unemployment situation through such ventures as low-cost building programmes and agricultural improvements.

The figure disclosed to-day is only a nominal one, especially since when the final details of the projects have been approved by officials in Washington, they will then be subject to scrutiny by Congress which is reportedly somewhat less sympathetic to Portugal these days because of the way it left Angola.

• The United States Embassy in Lisbon to-day announced that a provisional agreement had been reached on an aid package to Portugal which could total \$200m. in the next 18 months.

The American Express Card introduces you to the welcoming world of Trust Houses Forte



The American Express Card. Don't leave home without it.

AMERICAN EXPRESS

Hotels

THE FULL state of emergency declared yesterday in Zambia by President Kenneth Kaunda dramatically highlights the complex and desperately serious problems which the country is facing on both political and economic fronts.

It may be that one of Dr. Kaunda's aims in taking so drastic a step was that he felt the need to alert his people to the range of profound problems Zambia faces; there was little evidence in Lusaka yesterday for example of increased security precautions, which might have been expected had Dr. Kaunda feared a direct threat to his authority or continuing government.

For the past few months, top Zambian leaders have constantly warned the country's inhabitants that they were facing hard times, which were likely to get far worse. The average Zambian (and that includes many officials of government) have not perhaps taken these warnings as seriously as they should. The state of emergency, plus to-day's budget, likely to be the toughest ever, should Zambian leaders no doubt hope, fully alerts the country to its problems.

Though Zambia is deeply involved with the Angolan civil war, and with the now failing hopes of a peacefully negotiated settlement in Rhodesia, at the root of everything is the country's parlous economy. There are two fundamental points. First, Zambia depends for over 90 per cent of its export earnings on copper, whose price on world markets has continued to fall for nearly two years. Even if it could get the copper markets, it would be much poorer than it was, say, three years ago. But since August, it has been forced to cut production and curb exports because the principal export route—the Benguela railway to the Angolan port of Lobito—has been out of action are barely enough to cover three

because of the civil war. Before August, Benguela took 50 per cent of Zambian copper and brought in roughly the same percentage of Zambian imports.

Since the closure of Benguela, Zambia has endeavoured to re-route exports and imports through Dar es Salaam, by road, as well as by the Chinese-built Tan-Zam railway. Actual tonnage of copper exports has been fairly creditable, given the difficulties, and is still working on a trial basis. But reports yesterday from Dar es Salaam, the port of exit, speak of some 60,000 tonnes of copper (about a tenth of likely annual exports at the present rate) vein stockpiled because of port congestion together with nearly double that amount of general import cargo stranded for lack of land transport.

It is not difficult to see what this has been doing to the Zambian economy. Production of copper has been cut, and exports cut even further. The two copper companies, in which the State has a majority, introduced force majeure on deliveries of between 30-40 per cent last September and this is still in operation. Though the copper price may just have bottomed out (experts differ on the trend) Zambia is going to face its most serious financial crisis ever. It has so far had IMF funds of around \$100m., but it is estimated that this is less than a third of this year's likely balance of payments deficit.

The financial and economic crisis has internal and external ramifications. Internally, Zambians, particularly those in the towns, are now used to the towns, are now used to tightening their belts as the extent now required. That is particularly true of the copper belt workers, for long probably the highest paid African workers not only in Zambia but in the southern half of Africa. There are political overtones to Copper Belt dissatisfaction, for workers

weeks' imports at the present are primarily Bemba people, the route. It is estimated that there least keen supporters of Dr. Kaunda's one-party state. Belt tightening, shortages of imported goods, imported and local inflation and some hostility towards the government's policies of state control and "humanistic" socialism has taken their toll on the popularity of the President and his government; a few months ago there were rumours of disidence among army and police, although observers tended then to discount the likelihood of actual or imminent revolt, believing that the President, though never so evidently on a tightrope, could manage in his inimitable style to remain on top.

But there can be no doubt that this very delicate internal situation has been exacerbated in the last few months by Angola in

Angola which could open up both the Angolan and Rhodesian railways. A settlement in Rhodesia would mean that Zambia could openly buy much more cheaply in Rhodesian and in Angolan markets.

While the country's economic position is not yet clear, the declaration of the state of emergency is being seen here principally as a warning to Zambians that the Government intends to tackle the country's rapidly deteriorating economic problems and its own security in tough fashion. Specifically the announcement is seen as a cue to the country's immediate economic and internal problems and to what is expected to be a draconian budget tomorrow.

Zambia has in fact been under a state of emergency since Rhodesia declared unilateral

was apparently referring when he spoke of "a plundering tiger and its deadly cubs coming in through the back door."

In some ways, Dr. Kaunda, through his espousal of detente, appears to have manoeuvred himself into a corner. His alliance with Mozambique, and more important, with President Nyerere of Tanzania (though in no sense destroyed), has been weakened by his stand on Angola. By pushing for a government of national unity in Angola, but by overtly supporting Unita, even to the extent of supplying arms, Zambia has appeared to ally itself with South Africa in a way (despite detente) that would have been almost inconceivable a year or two ago.

An additional, but by no means minor complication is Zambia's apparent hostility to certain Rhodesian African nationalist groups, whose presence does nothing to enhance Zambia's own political stability. There are also political implications to Zambia's offering refuge to pro-Unita Angolans, which it now seems to be doing.

Quite how Dr. Kaunda extricates his Government from the specific Angolan problems depends partly on how the war there goes. If MPLA wins or gets nearer victory and Zambia backs a Unita guerrilla effort, it could lose the Benguela route. But in the past Zambia has given substantial help to MPLA; the Luanda Government appreciates the country's economic difficulties (besides eventually needing Zambian traffic on the railway).

The possibility of Zambia eventually recognising the MPLA is strong.

However, that does not help the country's immediate economic and internal problems and to what is expected to be a draconian budget tomorrow.

Zambia has in fact been under a state of emergency since Rhodesia declared unilateral

Draconian budget expected to-day

BY STEWART DALBY

LUSAKA, Jan. 29

ZAMBIA's new state of emergency, declared by President Kaunda yesterday, has so far had little practical effect on the life of Zambians, at least here in the capital. The only sign has been a number of roadblocks, with police checking for goods banned under the country's stringent import restrictions.

While the country's export will no doubt be analysed in more detail in last night's broadcast, President Kaunda emphasises Zambia's problems resulting from Angolan and Rhodesian activities.

"The situation in Zambia has grown very grave. Zambians must expect heavy-handed intervention aimed as a result of Africanisation," he said. "The President said, 'Up until now we have been fighting our dead cubs,' that is to say, foreign intervention in particular Soviet and Cuban agents; Zambia's copper exports are going to the Tanzanian port of Saldanha, the Government says.

About 40,000 tons of Zambian copper are waiting for export at Dar es Salaam, according to Mr. Axon Soilo, the Mines Industry Minister.

The port congestion is a major problem of the industry, already showing a dramatic fall in world prices and the closure of August of the rail link from Rhodesia to the port of Lourenco Marques.

'Unofficial truce' in Sahara

ALGIERS, Jan. 29

ALGERIAN and Moroccan forces appeared to have enforced a ceasefire yesterday after days of bitter fighting in Western Sahara. An mediator said a war between the two estranged Arab delegations may be avoided.

It was the first battle between regular Moroccan and Algerian forces in the area which Spain agreed last November to hand over to Morocco and Mauritania.

The Algerian unit, which

appears to have entered the Western Sahara by crossing through North Mauritania, was armed with heavy weapons and artillery. It was operating with guerrillas of the Algerian-backed Polisario front at the Amgala oasis, 150 miles from Algiers.

The official Algerian version is

that the unit was taking food and medical supplies to Saharan refugees but the intensity of the fighting seemed to confirm it was also heavily armed.

The Moroccans deny that it was on a mercy mission and say that in any case it had no business in their

Moroccan territory.

The Madrid accord and the Jemaa's approval may be only bits of paper but the main thing now is that Morocco and Mauritania are in possession and will formally establish their sovereignty by the end of next month.

Already Spanish presence is skeletal.

The shooting reported,

volving Algerian anti-

occupying the Sahara or

the village in a raid on

into an Algerian arm, is

the scene and perhaps also a with-

in the Saharan issue.

CPI

King Hassan offers no concessions

BY OUR OWN CORRESPONDENT

RABAT, Jan. 29

THE MOROCCANS say they have drawn off the Algerian forces which have been massed along their frontier for months, but it is hard to see what concessions he is prepared to make in two days' fierce fighting.

As for the Algerian argument that the Moroccan-Mauritanian takeover is a violation of the "sacred principle of self-determination," the Moroccan position is that 74,000 people have in effect been consulted in accordance with UN Resolutions.

This position is based on the fact that 72 of the 102 members of the "Jemaa" or territorial assembly of tribal chiefs have given their formal assent in writing to the Madrid accord and since there are legal representatives of the population their word is considered the people's choice.

The Madrid accord and the Jemaa's approval may be only bits of paper but the main thing now is that Morocco and Mauritania are in possession and will formally establish their sovereignty by the end of next month.

Already Spanish presence is skeletal.

The shooting reported,

volving Algerian anti-

occupying the Sahara or

the village in a raid on

into an Algerian arm, is

the scene and perhaps also a with-

in the Saharan issue.

CPI

Japanese employers' wage plea

BY OUR OWN CORRESPONDENT

Japan, Jan. 29

WAGE increases in the forthcoming national spring wage negotiations should be kept below an average of 10 per cent to prevent loss-making Japanese companies going bankrupt, Mr. Takeichi Sakurada, chairman of the Japanese Federation of Employers' Associations, said yesterday, Reuter reports from Tokyo.

Dr. Kaunda therefore faces the risk that he may be driven into increasing economic dependence upon South Africa. Elsewhere in Africa, MPLA's supporters are already so politically diverse as to preclude polarising the continent into its own long-term war — something that might have occurred had Mr. Agostinho Neto and other MPLA leaders taken up an extreme Marxist position. That has not been the case, and the Luanda Government has repeatedly reaffirmed its non-alignment and its desire to accept trade and aid from all-comers.

As Lucio Lara, a very senior member of the MPLA hierarchy and secretary of the international organisations operating in Angola:

"We respect the agreements made by the Portuguese with international companies here, but feel we must hold discussions to bring them up to date." Luanda is waiting for talks to open with Gulf Oil about reopening its Cabinda operations (suspended last December under U.S. government pressure) and has allotted \$1m. in government credits to the U.S. Belgian and South African owned diamond mining company in Lunda province.

Despite a letter received by MPLA from Washington, explaining that access to advanced technology is conditional on U.S. Government approval, MPLA has reason to believe that Washington, and the other western powers will come to terms with the winning side—particularly since MPLA is sticking to its assurances of non-alignment.

Aid and cooperation for the potentially sophisticated Angolan economy—its oil is integrated into western markets as are its diamonds and its coffee—cannot come solely from Eastern Europe and the Soviet Union. If the Angolan state treasury is not to suffer.

Kurifit's words came in reply to the reportedly blunt retort of the Law Deputy Culture Minister, Oumehame Phoumsavath, currently in Bangkok at the invitation of the Thais, that the incident was merely a "piece of bad manners" which can only "sour the recently blossoming" relations between the two countries. Richard Nations reports from Bangkok.

Another border incident

appeared to have chilled the temporary thaw in Lao-Thai relations as the Lao Prime Minister, Kukrit Pramoj, described the recent killing of a Thai fisherman by Pathet Lao troops along the Mekong as a "major incident."

Kukrit's words came in reply to the reportedly blunt retort of

the Law Deputy Culture Minister, Oumehame Phoumsavath, currently in Bangkok at the invitation of the Thais, that the incident was merely a "piece of bad manners" which can only "sour the recently blossoming" relations between the two countries. Richard Nations reports from Bangkok.

Despite a letter received by

MPLA from Washington, explaining that access to advanced

technology is conditional on U.S.

Government approval, MPLA has

reason to believe that Wash-

ington, and the other western

powers will come to terms with

the winning side—particularly

since MPLA is sticking to its

assurances of non-alignment.

Aid and cooperation for the

potentially sophisticated

Angolan economy—its oil is

integrated into western markets

as are its diamonds and its coffee—

cannot come solely from Eastern

Europe and the Soviet Union.

If the Angolan state treasury is

not to suffer.

Despite a letter received by

MPLA from Washington, explaining that access to advanced

technology is conditional on U.S.

Government approval, MPLA has

reason to believe that Wash-

ington, and the other western

powers will come to terms with

the winning side—particularly

since MPLA is sticking to its

assurances of non-alignment.

Aid and cooperation for the

potentially sophisticated

Angolan economy—its oil is

integrated into western markets

as are its diamonds and its coffee—

cannot come solely from Eastern

Europe and the Soviet Union.

If the Angolan state treasury is

not to suffer.

Despite a letter received by

MPLA from Washington, explaining that access to advanced

technology is conditional on U.S.

Government approval, MPLA has

reason to believe that Wash-

ington, and the other western

powers will come to terms with

the winning side—particularly

since MPLA is sticking to its

assurances of non-alignment.

Aid and cooperation for the

potentially sophisticated

Angolan economy—its oil is

integrated into western markets

as are its diamonds and its coffee—

cannot come solely from Eastern

Europe and the Soviet Union.

If the Angolan state treasury is

not to suffer.

HOME NEWS

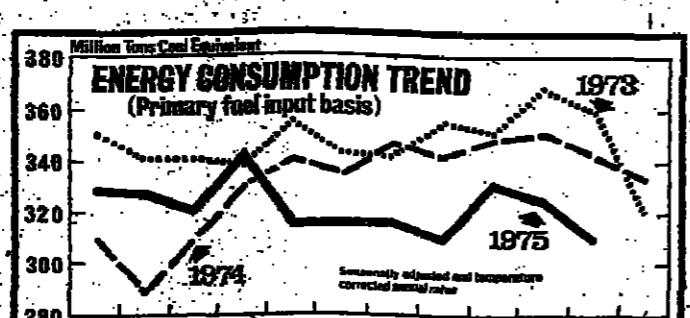
Fuel consumption down by 10% in November

RAY DAFTER, ENERGY CORRESPONDENT

UK ENERGY consumption fell by 10 per cent. in November compared with the preceding month of 1974, according to the Department of Energy's latest trends survey. Products for energy use bore the brunt of the cut with consumption for both down by nearly 20 per cent. The output of refined products as a whole in November fell more sharply, by nearly 30 per cent.

Sea oil

The brighter side, crude production from the North Sea last year was 347,000, the lowest since 1968. After a five month period of flattening demand, gas consumption returned to its former growth pattern in November with an increase of over 4 per cent. Total sales for the third quarter of 1975 were still 5 per cent. down on the comparable period of 1974, however. Domestic consumers used about 22 per cent. less, while overall sales to industrial consumers were down by 2.5 per cent.



disputes in the mining industry last year was 347,000, the lowest since 1968. After a five month period of flattening demand, gas consumption returned to its former growth pattern in November with an increase of over 4 per cent. Total sales for the third quarter of 1975 were still 5 per cent. down on the comparable period of 1974, however. Domestic consumers used about 22 per cent. less, while overall sales to industrial consumers were down by 2.5 per cent.

Total electricity sales fell by seven per cent. in the third quarter last year. The warm summer combined with higher prices and consumer economies accounted for much of this drop. Domestic sales fell by almost 10 per cent. while sales to the iron and steel industry and to other industries were down by some 8 per cent.

When all forms of fuel are taken into consideration, the steel industry's offtake fell dramatically in the third quarter — about 30 per cent. against an average of some 15 per cent. for other industries.

Over traffic surge rings tax problem

JOHN WYLES, SHIPPING CORRESPONDENT

AN UNEXPECTED boom in liner traffic last year has seen Harbour Board facing an embarrassing demand for corporation tax which is due to several hundred thousands of pounds to a statutory body without shareholders whose aim is to own the port. The Board's extra budget for 1975 was on traffic estimates which did not reflect the oil crisis which had any significant increase in 1975 traffic figures published yesterday, however, show a per cent. rise in the number of passengers travelling through the port and a 16 per cent. increase in motor vehicles produced a large unmet profit on which the corporation tax will be levied. The port says the upward trend in terminal facilities is in every sign of continuing Western Dock.

Safety moves to combat lots' heart disease

MICHAEL DONNE, AEROSPACE CORRESPONDENT

CIVIL Aviation Authority is co-operating in this investigation with the air transport with the Royal College of Physicians.

Special clinic

The CAA will set up a special clinic at its London headquarters in July to carry out comprehensive medical checks on pilots, aimed at detecting coronary disorders at an early stage.

The Department of Trade's Accidents Investigation Branch considers it "extremely probable" that the Leeds accident happened because the pilot had a heart attack.

As a result, it recommends in its accident investigation report that the minimum crew requirements for small aircraft engaged in public transport duties should be reviewed, and that measures to detect heart disease in pilots be improved.

CAA is also continuing its methods for predicting accurately the existence of disease in pilots. It is

Distribution of research grants criticised

MPs CALLED yesterday for big changes in the way £60m of Government research grants went to a handful of highly-favoured university scientists. The all-party Select Committee on Science and Technology said it believed university students could do more to improve industry's performance.

The interim report, during a study of university research organisation and funding and the resultant public benefits, said: "We are deeply disturbed about the effectiveness of the universities' present contribution to the national scientific effort, and believe that considerable changes in attitudes and in practice may be required."

The committee was questioning the way the Science Research Council, biggest of the five research councils, performed.

An analysis of the Council's spending by the committee showed that a large part of the grant it made was in the hands of a "relatively small core of British university scientists". The committee found that less than 2 per cent. of the grants made accounted for more than 21 per cent. of the total spent.

The Council had a policy of supporting "centres of excellence" at a few universities, claimed the report. But this had resulted in concentration of large resources in the hands of a few outstanding individuals."

Container base ready for expansion

By Our Birmingham Correspondent

BIRMINGHAM'S CONTAINER base at Perry Barr, which was last year crippled by a long dispute, is now ready for major expansion.

This was revealed in Birmingham yesterday by Mr. John Reid, managing director of Container Bases, the parent company controlling six container bases in the UK.

Despite the 1975 trading recession, the Container Bases group went ahead with a substantial capital investment programme and we are well placed

to take advantage of business opportunities accompanying the upturn in world trade.

The size of the base and its importance would increase within the next three years.

An additional four and a half acres of land adjoining the Perry Barr base had been acquired for development by the company.

He had heard from four motor sport experts, three of whom thought "motor racing" did not cover sprint events.

They considered that motor racing was restricted to events in which competitors started at the same time and that sprint events were less dangerous.

The judge granted the declaration and awarded costs against the insurers.

The insurers were granted a stay of execution pending possible appeal.

CINEMAS (Cont.)

SCENE 1. Cont. dly. 12.30. Late show Fri & Sat. 11.45. Ken Russell's *Jesus Christ Superstar*. Tel. 429-0750. Late show Fri & Sat. 11.30 p.m. *Barry Lyndon* (A). Directed by Stanley Kubrick. Tel. 429-0750. Late show Sat. 11.45. *The Taming of the Shrew* (R). Directed by William Friedkin. Tel. 429-0750. Late show Fri & Sat. 11.30.

SCENE 2. 2nd Year. *The Towering Inferno* (A). Tel. 429-0750. Late show Fri & Sat. 11.30 p.m. *Death Wish II* (R).

SCENE 4. Cont. dly. 1-8. Late show Fri & Sat. 11.30 p.m. *Ken Russell's Tommy*. Tel. 429-0750. Late show Fri & Sat. 11.30 p.m. *Barry Lyndon* (A).

SCENE 5. 2nd Year. *The Towering Inferno* (A). Tel. 429-0750. Late show Fri & Sat. 11.30 p.m. *Death Wish II* (R).

SCENE 6. 2nd Year. *Death Wish II* (R).

SCENE 7. 2nd Year. *Death Wish II* (R).

SCENE 8. 2nd Year. *Death Wish II* (R).

SCENE 9. 2nd Year. *Death Wish II* (R).

SCENE 10. 2nd Year. *Death Wish II* (R).

SCENE 11. 2nd Year. *Death Wish II* (R).

SCENE 12. 2nd Year. *Death Wish II* (R).

SCENE 13. 2nd Year. *Death Wish II* (R).

SCENE 14. 2nd Year. *Death Wish II* (R).

SCENE 15. 2nd Year. *Death Wish II* (R).

SCENE 16. 2nd Year. *Death Wish II* (R).

SCENE 17. 2nd Year. *Death Wish II* (R).

SCENE 18. 2nd Year. *Death Wish II* (R).

SCENE 19. 2nd Year. *Death Wish II* (R).

SCENE 20. 2nd Year. *Death Wish II* (R).

SCENE 21. 2nd Year. *Death Wish II* (R).

SCENE 22. 2nd Year. *Death Wish II* (R).

SCENE 23. 2nd Year. *Death Wish II* (R).

SCENE 24. 2nd Year. *Death Wish II* (R).

SCENE 25. 2nd Year. *Death Wish II* (R).

SCENE 26. 2nd Year. *Death Wish II* (R).

SCENE 27. 2nd Year. *Death Wish II* (R).

SCENE 28. 2nd Year. *Death Wish II* (R).

SCENE 29. 2nd Year. *Death Wish II* (R).

SCENE 30. 2nd Year. *Death Wish II* (R).

SCENE 31. 2nd Year. *Death Wish II* (R).

SCENE 32. 2nd Year. *Death Wish II* (R).

SCENE 33. 2nd Year. *Death Wish II* (R).

SCENE 34. 2nd Year. *Death Wish II* (R).

SCENE 35. 2nd Year. *Death Wish II* (R).

SCENE 36. 2nd Year. *Death Wish II* (R).

SCENE 37. 2nd Year. *Death Wish II* (R).

SCENE 38. 2nd Year. *Death Wish II* (R).

SCENE 39. 2nd Year. *Death Wish II* (R).

SCENE 40. 2nd Year. *Death Wish II* (R).

SCENE 41. 2nd Year. *Death Wish II* (R).

SCENE 42. 2nd Year. *Death Wish II* (R).

SCENE 43. 2nd Year. *Death Wish II* (R).

SCENE 44. 2nd Year. *Death Wish II* (R).

SCENE 45. 2nd Year. *Death Wish II* (R).

SCENE 46. 2nd Year. *Death Wish II* (R).

SCENE 47. 2nd Year. *Death Wish II* (R).

SCENE 48. 2nd Year. *Death Wish II* (R).

SCENE 49. 2nd Year. *Death Wish II* (R).

SCENE 50. 2nd Year. *Death Wish II* (R).

SCENE 51. 2nd Year. *Death Wish II* (R).

SCENE 52. 2nd Year. *Death Wish II* (R).

SCENE 53. 2nd Year. *Death Wish II* (R).

SCENE 54. 2nd Year. *Death Wish II* (R).

SCENE 55. 2nd Year. *Death Wish II* (R).

SCENE 56. 2nd Year. *Death Wish II* (R).

SCENE 57. 2nd Year. *Death Wish II* (R).

SCENE 58. 2nd Year. *Death Wish II* (R).

SCENE 59. 2nd Year. *Death Wish II* (R).

SCENE 60. 2nd Year. *Death Wish II* (R).

SCENE 61. 2nd Year. *Death Wish II* (R).

SCENE 62. 2nd Year. *Death Wish II* (R).

SCENE 63. 2nd Year. *Death Wish II* (R).

SCENE 64. 2nd Year. *Death Wish II* (R).

SCENE 65. 2nd Year. *Death Wish II* (R).

SCENE 66. 2nd Year. *Death Wish II* (R).

SCENE 67. 2nd Year. *Death Wish II* (R).

SCENE 68. 2nd Year. *Death Wish II* (R).

SCENE 69. 2nd Year. *Death Wish II* (R).

SCENE 70. 2nd Year. *Death Wish II* (R).

SCENE 71. 2nd Year. *Death Wish II* (R).

SCENE 72. 2nd Year. *Death Wish II* (R).

SCENE 73. 2nd Year. *Death Wish II* (R).

SCENE 74. 2nd Year. *Death Wish II* (R).

SCENE 75. 2nd Year. *Death Wish II* (R).

SCENE 76. 2nd Year. *Death Wish II* (R).

SCENE 77. 2nd Year. *Death Wish II* (R).

SCENE 78. 2nd Year. *Death Wish II* (R).

HOME NEWS

U.S. oil group negotiates U.K. participation terms

By RAY DAFTER, ENERGY CORRESPONDENT

A MAJOR U.S. oil company has joined the list of North Sea offshore operators negotiating with BNOC. It is likely that in the early years, BNOC will merely carry an option on its share of the oil, rather than be directly involved with its sale.

Negotiations with the company whose identity is not being disclosed at this stage, are thought to be at an advanced stage.

It is even possible that the group may be among the first to sign a participation agreement. This would confound speculation that the first batch of agreements would feature only smaller operators and "distress cases"—companies which have already agreed to State participation in principle to raise finance.

It would also dent the impression given by major U.S. oil concerns that they have set their sights against State involvement in the North Sea.

It appears, however, that apart from the eight companies that have agreed publicly to the principle of participation, negotiations are continuing with a further seven or eight operating companies or groups.

If all these deals are concluded—and the first agreement is expected to be signed in a few weeks—the Government will have obtained a share of the oil from seven of the 14 fields regarded as commercial.

The Government's stake will be administered by the newly-formed British National Oil Corporation.

From discussions now taking

place with oil companies it is also expected to be concluded this year closing any gaps in the funding of the more immediate North Sea development work.

Government officials see the availability of external funds and the readiness of banks to be involved in the deals as signs that doubts about political interference in North Sea activities are receding.

In talks with oil companies, the Government has been at pains to stress that the aim of participation is to give BNOC a seat on the offshore operating committees and to give the country jurisdiction over a large part of North Sea oil.

Although the Government

negotiators have offered capital under some participation agreements, it seems that generally companies have expressed a wish to raise their own finance.

Financing deals

It is estimated that between 1975 and 1980 the investment needs of offshore operators developing confirmed, probable and possible commercial fields will be £5m-£6m. at last year's prices.

About £3.5m. of this will be needed between 1977 and 1979. Within the next few weeks three financing deals, involving a total of £275m., are expected to be arranged by Tricenrol, London and Scottish Marine Oil, Scottish Canadian Oil and Transportation, Occidental Petroleum and Thomson Scottish Petroleum.

So far oil has been confirmed in block 3/3, operated by Chevron, and block 3/3 held by the BP/Ranger/LMSO/SCTP consortium.

U.K. engineering orders fall to their lowest since 1972

By KENNETH GOODING, INDUSTRIAL CORRESPONDENT

ENGINEERING ORDERS were down to their lowest since 1972 by the end of October, according to statistics released today by the Department of Industry.

The arrival of new orders from the home market has therefore fallen continuously over a two-year period.

There has been a similar pattern in the export markets except for a brief recovery in the summer of 1973, which has since been slightly eroded.

The latest figures, published in Trade and Industry magazine, confirm last week's suggestion from the mechanical engineering

"Little Nelly" that new orders had "hit bottom," but that for a number of sectors this position had not been reached by the fourth quarter of 1975.

The Engineering Development Committee suggested that mechanical engineering will have to wait until the fourth quarter of 1978 or early next year before it sees any upturn in demand.

The Engineering Industries Association called this "wistful thinking" and said that the reports from its members indicated there was some way to go before the bottom of the trough was reached. The "bumping

along the bottom" would go on until at least early in 1977.

Today's DOL statistics show a decline in the trend of new orders of 2.5 per cent between July and October last year, with the fall in new orders from both the home and export markets contributing equally to the decrease.

With a higher level of sales than orders there was a further reduction in the total orders-on-hand between July and October of 5 per cent. Home order books were down 6 per cent, and export orders-on-hand by 3 per cent.

Write Box E.7319, Financial Times, 10 Cannon Street, EC4P 4BY.

very profitable and financially sound 4-year-old plant with modern machinery turnover 1975 about 20 Mio DM

FOR SALE

by owner because of age.
Write Box E.382, Financial Times,
10 Cannon Street, EC4P 4BY.

Well introduced... sold

MAJOR GERMAN MACHINE MANUFACTURER

with high market share in its field technically advanced programme for series production and special products

very profitable and financially sound 4-year-old plant with modern machinery turnover 1975 about 20 Mio DM

FOR SALE

by owner because of age.
Write Box E.382, Financial Times,
10 Cannon Street, EC4P 4BY.

SILENT ENTERPRISE

in the advertising sector is for sale for an attractive minimum price—Sw.Frs. 70,000 (which is 100 per cent. of paid in capital). The company is registered under Swiss law at Basel. Year of foundation 1969. The company is also entitled to acquire real estate in Switzerland. The board of directors is strictly bound to decisions of shareholders. At present all the shares are owned by well-known German advertising company. Please write to Box E.380, Financial Times, 10 Cannon Street, EC4P 4BY.

KENSINGTON, W.8.

Restaurant. Turnover approx. £80,000 p.a. Large leasehold premises in good order throughout. Fully fitted and seating 85 with considerable room for expansion. Apply Managing Director, Box E.7319, Financial Times, 10 Cannon Street, EC4P 4BY.

SECRETARIAL/LANGUAGE SCHOOL FOR SALE

AS PROFITABLE GOING CONCERN
Sect. for expats/diversification.
Well-equip'd London premises.
Substantial fees required. Owners re-
quiring. Identifiable enquires only.
Write Box E.7317, Financial Times,
10 Cannon Street, EC4P 4BY.

BUSINESSES FOR SALE

BUSINESSES WANTED

APPEAR EVERY FRIDAY
Rate: £12 per single column
centimetre

Minimum 3 centimetres

For further information please contact:

MR. FRANCIS PHILLIPS
01-248 8000 Ext. 456

Scottish fishing faces crisis

Danger of Scotch shortage in 1980s, say distillers

By KENNETH GOODING, INDUSTRIAL CORRESPONDENT

SCOTLAND'S fishing industry faces a grave financial crisis, it was said yesterday. There was a real threat of tying up of trawler fleets at Aberdeen and Grangemouth in the next few weeks with loss of 10,000 jobs, it was stated, after crisis talks in Aberdeen involving leaders of the fishing industry and trade unions.

A spokesman said: "We are already trying to formulate its own policies for disposing of the oil and to set up a reasonably organised organisation to fulfil its obligations."

In talks with oil companies, the Government has been at pains to stress that the aim of participation is to give BNOC a seat on the offshore operating committees and to give the country jurisdiction over a large part of North Sea oil.

In order to achieve this under-

taking, the Government has agreed to a flexible approach to participation. Talks, various formulae have been adopted for different companies.

Consequently, it is unlikely that details of the first agreement—which might have been used as a model—will be published.

Great Basin Petroleum said that with a group of other off-

shore interests, it had reached an agreement in principle with the Chevron exploration group to begin early drilling operations on block 3/7 in the North Sea, adjacent to the Chevron group's Nihlund field.

So far oil has been confirmed in block 3/3, operated by Chevron, and block 3/3 held by the BP/Ranger/LMSO/SCTP consortium.

At the moment, the industry

faces a shortage of Scotch whisky, one of the U.K.'s biggest export earners, in the 1980s because of the "ineptitude and greed" of successive governments, maintained Mr. Adam Bergius, speaking for the Scotch Whisky Association yesterday.

Mr. Bergius said: "The result will be short-time working and redundancies, and only last week we learned that a distillery had closed down for an indefinite period. This is a grave matter for Scotland and for the 24,000 people who work in the industry and who see their future in jeopardy."

Given fair trading conditions, world consumption of Scotch in six years' time should increase to 100m. proof gallons a year. Allowing for 10 per cent. restraint, after adding 54p, or roughly 24 per cent. to the cost of a bottle in the last budget.

He disclosed that the industry had assured Mrs. Shirley Williams, Secretary for Prices and Consumer Affairs, that it would keep its price increases down to 5 per cent. over the next 12 months. If the Government

wanted a more stringent policy, it would give a similar undertaking to increase the duty on Scotch by more than 5 per cent.

Mr. Bergius, who is chairman of the SWA's information and development committee, accused

Governments of "starving our industry of the cash which it needs in order to lay down stocks for the future."

The result will be short-time working and redundancies, and

only last week we learned that a distillery had closed down for an indefinite period. This is a grave matter for Scotland and for the 24,000 people who work in the industry and who see their future in jeopardy."

Given fair trading conditions, world consumption of Scotch in six years' time should increase to 100m. proof gallons a year. Allowing for 10 per cent. restraint, after adding 54p, or roughly 24 per cent. to the cost of a bottle in the last budget.

He disclosed that the industry had assured Mrs. Shirley Williams, Secretary for Prices and Consumer Affairs, that it would keep its price increases down to 5 per cent. over the next 12 months. If the Government

wanted a more stringent policy, it would give a similar undertaking to increase the duty on Scotch by more than 5 per cent.

Mr. Bergius said: "That £100m. might not seem a lot of money to the Chancellor, when it is all taken out of one industry, it is a serious matter. It is particularly damaging to a capital intensive industry like ours which already has £120m. invested in it."

"This means that in the early 1980s there will be a shortage of mature whisky to meet growing world demand," declared Mr. Bergius, and he suggested that "an over-authoritarian" U.K. Government might react by "rationing home consumption either by edict or by outrageous excise duty" to protect exports.

U.K. mills may raise paper prices 9%

By Lorne Barling

THE PRICE of many U.K.-produced paper is expected to rise by 6 per cent. at the beginning of April, reflecting higher costs over the past year and current wage rises according to industry sources.

There are fears at many mills that raising prices in a market which may open the way to more imports, which some manufacturers believe are being sold at unfairly low prices.

The industry's overall cost last year is estimated at about 65 per cent. of what unit costs have risen and prices must be set accordingly.

The increases, however, are unlikely to cover the rise since the beginning of 1975, though there is unlikely to be opposition to allowing submitted to the Price Commission, there is concern that higher unit costs incurred by the return of our money without success. The time has now come when we must demand that the Chancellor gives it back to us."

"We have repeatedly asked for

the return of our money without success. The time has now come when we must demand that the Chancellor gives it back to us."

In some cases this means that as the depressed market will not bear increases, some mills will simply face closure.

A great deal depends on the policy of foreign papers, particularly in a grade of newsprint. Here there has been an effective reduction in by Canadian manufacturers come into line with the Swiss, selling 48.8 grammes a print at about £1.13 a tonne.

Should either of these players raise prices in a market all will exercise caution.

It is clear that costs are recovered at some point, the industry believes this will before early May.

21,000 more join NUT

By Michael Dixon

A RISE of 21,000 in the NUT membership of readers in the

union yesterday was claimed by

the NUT, which says 1975 is the highest recorded since 1970.

In 1970, the union claims in-service membership of 361,

Allied Suppliers merger costs 330 jobs

By Elmer Goodman

ABOUT 330 jobs will be lost through the merger of the Moore-Wright chain of grocery shops with Allied Suppliers.

Most are in the North East, where Allied is closing the Moore's regional administration centre on Tyneside.

About 180 office jobs will go with the closure of the administration centre, while Allied—which employs a total of 4,500 people—will make another 150 redundant by closing its distribution depot at Newcastle and Moore's depots at Portsmouth, Nottingham and Reddish.

The rationalisation of Allied's distribution network follows the acquisition this week by its parent Cavendish of the remaining 50 per cent. interest in Monroe-Wright from the Southland Corporation.

This gives Allied the entire equity of the company and allows it to introduce the kind of stream-lined distribution organisational it was unable to implement, while the U.S. corporation held half the equity.

Allied said yesterday that Moore's had not been able to make an operating profit while carrying all its own overheads. These overhead costs would now be shared with Allied.

Honeywell exports will continue

By CHRISTOPHER LORENZ, ELECTRONICS CORRESPONDENT

HONEYWELL has given an assurance that its computer plant at Newhouse, Scotland, will continue to export to France "for the foreseeable future" and that production will not be reduced over this period, in spite of an imminent cut of 25 per cent. in the work force.

An announcement that the 400 workers are to be cut by up to 95 by mid-year had strengthened a widespread fear, held especially by the unions, that France would become Honeywell's main European manufacturing base for the large "Level 65" computers now concentrated in the Scottish factory.

The new joint Honeywell-French Government subsidiary CII-Honeywell Bull, has contracted to import 72 of these computers in each of the next two years, largely from Honeywell's factory at Phoenix, Arizona, but also partly from Newhouse. The French management has dropped heavy hints that manufacture may also be started in France (partly to assuage French pressure for a greater manufacturing capability

at the "top end" of the computer range).

Since three-quarters of the Newhouse output is exported, much of it to Honeywell-Bull, and since few computer companies can justify a duplication of European production unless both sides have major home sales, there must be a major question mark over the Scottish operation in the medium term.

Much may depend on the U.K. economy this year. Local union representatives have suggested an injection of Government orders, but this would flatly contradict the Government's policy of preferring ICL for supply of large computers.

Honeywell claims that design and technology changes have reduced the time needed to produce a computer, so that it can maintain the volume of production at Newhouse at its current level despite the labour cuts. Several thousand people on computers.

Honeywell's claim that its present methyl methacrylate plant is not sufficient to meet growing demand.

Methyl methacrylate, one of a number of products manufactured by the company at its Teesside acrylate monomers complex, is used extensively in the production by the company of plastics, emulsions, and ion exchange resins.

FT COUNTER-INFLATION CONFERENCE

First Liberal priority 'to curb unions' bargaining power'

By JOHN LEECH

THE FIRST PRIORITY in Liberal economic policy is in reducing the power of the trade unions, the party's economic spokesman, Mr. John Pardoe, told a London conference on counter-inflation, yesterday. It was organised by the Financial Times and the Investors' Chronicle.

Its main weapon in doing so would be creation of a new industrial democracy, the replacement

U.K.
may
paper
prices



You can tell a great car by the company it keeps.

The eleven huge organisations shown above all have one thing in common.

They all use Chrysler cars.

And the particular model each of them chose has several things in common with every other Chrysler. Namely: reliability, low running costs, safety, first class service and spares availability, a very competitive initial price and resale value and, naturally, good looks. All of which add up to the criteria by which a prospective company car is judged.

The six cars shown below,

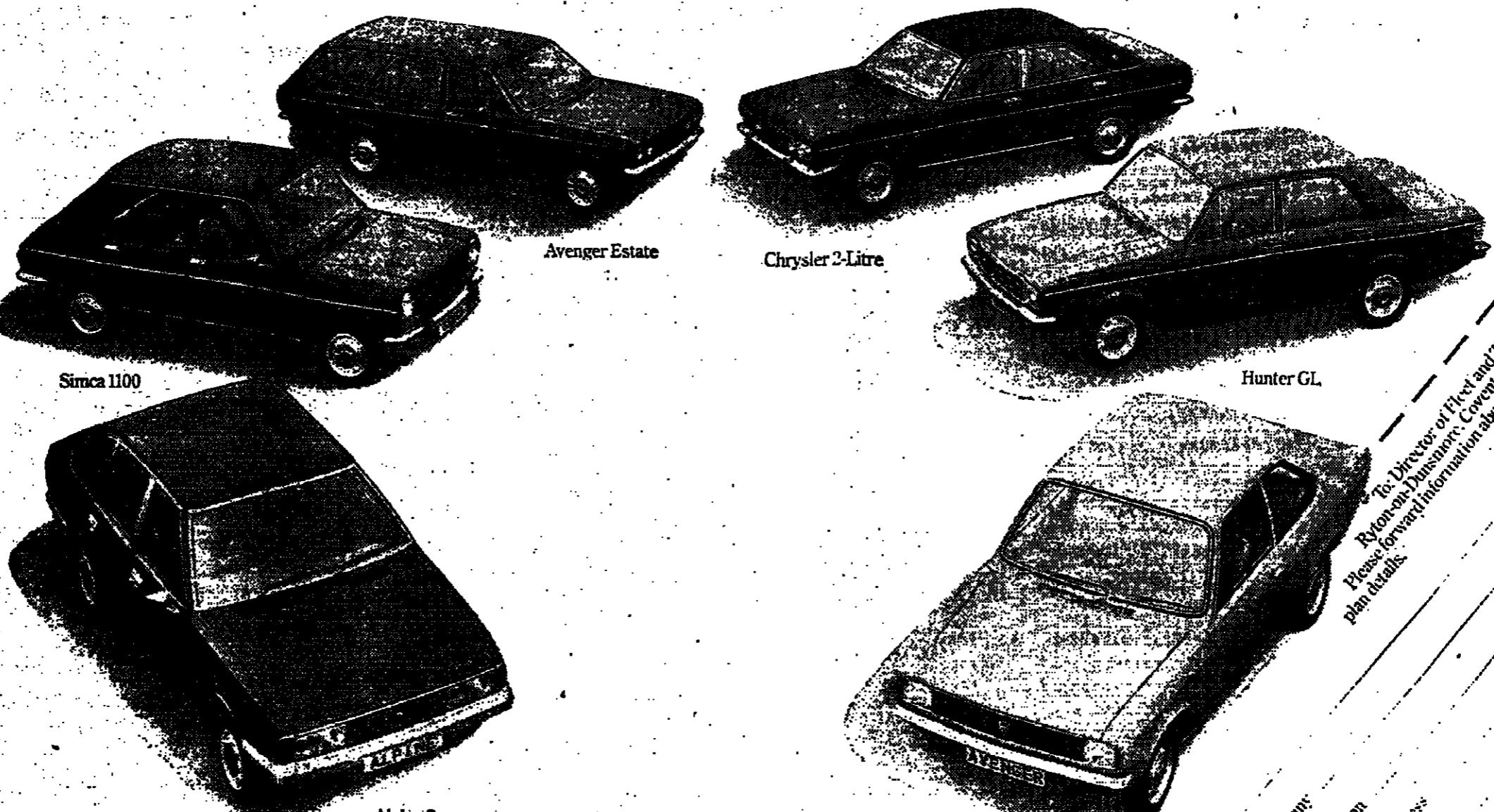
Avenger saloon and estate, Hunter, Simca 1100, 2-Litre and the New Alpine are those we particularly recommend for company use.

But, of course, there are many more to choose from.

If you clip the coupon, we'll tell you everything you need to know about Chrysler cars.

Do it today, and you'll be in good company.

Chrysler
Good news for business.



Please forward information about Chrysler products and Fleet support plan details to: Director of Fleet and Truck Sales, Chrysler UK Limited, Ryton-on-Tees, Co. Durham, NE10 8JZ, Warwickshire, or Fleet Support Department, Coventry CV8 3DZ.

Name _____
Company _____
Position _____
Address _____
Telephone _____



CHRYSLER
ED KINGDOM

PARLIAMENT



JOB ACTION—BUT NO IMPORT CONTROLS

BY PHILIP RAWSTORNE

Further Government measures to alleviate unemployment would be introduced by the middle of next month, Mr. Denis Healey, Chancellor of the Exchequer, told the Commons yesterday.

But he firmly rejected Labour Left-wing demands for a general relaxation of the economy and widespread import controls.

"We must not panic. We must not lose our nerve," Mr. Healey declared. "There were increasing signs that Britain's recession was coming to an end and unemployment would level out in some months' time and then begin to fall."

Mr. Healey said that inflationary measures could have little significant effect on employment this year and that the imposition of import controls could lead to a trade war. "That would risk turning what is already the worst recession since the '30s into a prolonged slump."

Continued pay restraint would increase the Government's freedom of action over the next year, the Chancellor said. "But it will still be a difficult matter of judgment to decide whether any increase in domestic demand is called for in my next Budget."

Labour MPs were not concerned with differences over statistics between Government and Opposition but with the real rise in unemployment, snapped Mr. Healey. "We are not going to have it."

And with Mr. John Mendelson leading the chorus of Left-wing demands for a shift in Government policy,

heightened by scuffles in the public gallery as four or five young men protested their right to work, Ministers were left in no doubt where their real opposition lay.

Mr. John Nott for the Conservatives, in fact, agreed that a high level of unemployment was an inevitable consequence of curbing inflation. But that should not inhibit the Tories, he said, from pointing out to the country that unemployment was worse than it need have been because of the Government's particular financial, industrial and social policies.

Chancellor says signs point to fall in unemployment

Short acts on NCB man's job loss claim

THE COMMONS Privileges Committee is to be asked to investigate the case of a man who claimed he was sacked by the National Coal Board for giving evidence about over-spending by the Board.

Mr. Edward Short, Leader of the House, yesterday tabled a Commons motion for next Monday asking that the case be considered by the committee.

The claim was made by Mr. Alan Grimshaw, 55, who was a £5,000-a-year executive at the Board's Doncaster purchasing department. In 1973, he gave evidence to a Commons Select Committee on nationalised industries about claims he had made that the Board had overspent £74m on roof support equipment.

Mr. Grimshaw was made redundant 18 months later. He complained to the nationalised industries committee who drew up a memorandum on the case in February last year.

No further action was taken at that time because it was still open to Mr. Grimshaw to seek legal redress through the courts under the Witness Protection Act or by a claim to an industrial tribunal for wrongful dismissal.

Earlier this month, the miners' group of MPs asked Mr. Short to take action. Yesterday's motion is an unusual step in that the alleged breach of privilege has not first been raised on the floor of the House.

The Privileges Committee has power to make a decision against the NCB and to empower a court to order it to pay Mr. Grimshaw damages. If this happens, it will be the first such case this century.

The last occasion was in 1892 when the committee found against the directors of the Cambrian Railway who had taken action against employees giving evidence to a Select Committee on their working conditions.

Land deal statement refused

By Justin Long

MR. EDWARD SHORT, Leader of the House, yesterday refused a demand for a statement from Lord Ryder, chairman of the National Enterprise Board, on the Bawburgh, Sussex, 27m, land deal.

Labour Left-winger Mr. Dennis Skinner (Bolsover), referred in the Commons the request he had made last week that Mr. Short should set up an inquiry. Mr. Skinner said:

"Will you take on board the analogy drawn so clearly today by a Government Department in respect of another leading public figure, in declaring that if he had spoken out and noticed the problems earlier, maybe resulting bankruptcies might have been lessened and prevented?"

But Mr. Short dismissed the request that he should intervene

Trade war

Mr. Healey accused the Opposition Leader (Mrs. Thatcher) of hypocrisy and said that the Conservative Centre for Policy Studies had claimed that the true level of unemployment was 300,000.

An angry exchange followed between Mr. Healey and Mrs. Thatcher and Mr. Eric Heffer (Lab. Walton) intervened to say that Labour MPs were concerned not with differences between Tory figures and Government figures, but with the real rise in unemployment.

Mr. Healey replied that he was aware of MPs' genuine feelings. It was shared by the whole Cabinet.

Opening the debate, Mr. Healey said the signs were multiplying that the recession might be coming to an end. But the one exception to the encouraging statistics was unemployment which was still rising.

Recent figures reflected the slowing down of the recession in the middle of last year but did not yet reflect the bottoming out

The unprecedented success of the attack on inflation launched last July, against Conservative opposition, had given him a freehand which did not exist last year. "But it will still be a difficult matter of judgment to decide whether any increase in domestic demand is called for in my next Budget."

"There is no need to look into the crystal ball, when you can read the book, because the consequences of excessive inflation in 1971-72 are now history. It brought about the collapse of the Barber boom in 1973 and the most severe economic disruption since the 1940s."

Mr. Healey said that the previous Conservative Government had created a monetary time-bomb that had helped to bring about an explosion of inflation in the last two years. It had been a disastrous administration which had brought about employment now is lower than never."

Recalling that he had promised to give more and better training in several fields in a few weeks' time,

Mr. Healey said: "I hope it will be possible to go well beyond that and present a further set of measures in a few weeks from now."

The trade unions and the Manpower Services Commission had made several proposals which he was now considering. There must be immediate further measures to protect existing jobs and the Government was consid-

ering bringing forward the operation of the Employment Protection Act to protect existing jobs.

The temporary employment subsidy, which had already saved 15,000 jobs, might also be extended. "The scheme of job creation has already saved thousands of young men and women from the dole queue."

Mr. Healey added that he hoped it might be possible to give more help to the construction industry.

He told left-wing critics: "Because of the £6 pay limit, un-

employment now is lower than never."

Referring to the charges the Government had made about Opposition policy on public spending, Mr. Nott said: "It is now £256m more in money terms than when we left office and probably £55m higher in real terms. That has arisen in an environment of virtually no economic growth."

There was an overriding need to make British industry alive and well again, and to return to the ordinary people the right to choose through more discriminatory Government expenditure and so, ultimately, lower tax rates.

Mr. Nott accused Mr. Healey of having borrowed ever-increasing sums from overseas until Britain's international credit was "virtually exhausted."

"We are moving forward to a situation where debt interest alone in the 1980s will be equivalent to the whole of the public sector borrowing requirement," he added.

Of the Prime Minister, Mr. Nott said: "I think he has degraded the profession of politics and history will not separate him from his record as Leader of the Opposition and Prime Minister, from the decline of Great Britain."

It was the case that many of us as a proud and confident nation," he added: "as the rate of in-

laid at the door of management flattered all those who

had a comparative high element of our turnover. The general economic situation and duty increases have taken their toll and whilst wine sales showed an improvement in the second half, spirit sales have been depressed.

Specialised attention to the off-licenced estate has resulted in increased overall profitability and we are pursuing a very flexible policy of sales of non-volatile outlets and the acquisition of premises capable of development.

FUTURE In the present economic situation, it is difficult to attempt any meaningful forecasts. We shall have to use all our skills and energies to maintain and improve our current position. The major tasks of re-organisation are behind us and should allow us to devote our efforts to developing our share of the market and our profitability.

THE LATE LORD TOLLEMACHE, M.C., D.L.

Shortly after his retirement from the Board of Directors, Lord Tollemache M.C., D.L. died in May 1975 after over 40 years connection with our business. His leadership, personality and experience will be much missed by Directors, Staff, Employees and Shareholders alike.

TOLLEMACHE & COBBOLD BREWERIES LTD

A GOOD SUMMER BOOSTS PROFITS

In his statement for the year ended September 30, 1975, the Chairman, Mr. E. L. Butler, O.B.E., M.C., includes the following points:

FINANCE Net profit before tax was £636,178 showing an increase of 37.6% compared to the previous year. Despite the unsatisfactory economic situation, both nationally and locally, the exceptionally hot summer reversed the decline shown in the interim report to March 31st. Additionally, the effect of rationalisation are now showing through in terms of profit, though the benefits thus obtained have been diluted by the effects of continued inflation. Turnover excluding V.A.T. was £12.1m (£10.6m), although various factors including duty price adjustments and the exclusion of our former Oxford deposit figures for some ten months of the current year make comparisons somewhat misleading.

Your Directors are recommending an increase in the final dividend to the maximum permitted. The total dividends paid and payable to shareholders will be 3.735p per share against 3.500p per share in 1974.

We have reduced our borrowings and improved our liquidity during a year when inflation was at a very high rate.

PRODUCTION Two major projects have been satisfactorily completed during the year. The new high speed bottling line has been commissioned and an automatic malt mill has been installed to replace the worn-out old one. New distribution policies have much improved the efficiency of the transport fleet.

MARKETING During the year bottled beers have lost ground to Lagers and Draught Bitters which have done well. Our sales effort is now concentrating on these latter lines.

In March we opened a new Depot in Essex which will form a good base for the expansion of our trade in a growing area.

Improvements to our on-licensed estate have continued to have attention and in March we opened a new public house, the "Prohibition", at Newmarket. Now that the modernisation of the plant at Ipswich has been completed, it is hoped to deploy more funds in support of the retail side of our business.

It has not been an easy year for Wines and Spirits which comprise a comparatively high element of our turnover. The general economic situation and duty increases have taken their toll and whilst wine sales showed an improvement in the second half, spirit sales have been depressed.

Specialised attention to the off-licenced estate has resulted in increased overall profitability and we are pursuing a very flexible policy of sales of non-volatile outlets and the acquisition of premises capable of development.

FUTURE In the present economic situation, it is difficult to attempt any meaningful forecasts. We shall have to use all our skills and energies to maintain and improve our current position. The major tasks of re-organisation are behind us and should allow us to devote our efforts to developing our share of the market and our profitability.

THE LATE LORD TOLLEMACHE, M.C., D.L.

It is a sign of the obscenity of the economic system under which we operate that there should be 175,000 unemployed construction workers when people accepted.

It is quite wrong for a Labour Cabinet not to risk the money needed to put the construction workers to work.

Calling for temporary import controls, Mr. Mendelson said: "This is a national crisis. I am not asking for import controls to the end of the century. It would be for the Government to decide what temporary means."

If the TUC and the Labour Party conference had been told by Mr. Wilson when the £6 pay limit was introduced that it would not coincide with a policy to reduce unemployment, the pay limit would never have been accepted.

TRADEWELL OFFICERS and crews involved in the "cod war" are to get compensation from the Government for their loss of earnings to a total of about £100,000. Mr. Fred Pearn, Agriculture and Fisheries Minister, announced in the Commons yesterday.

It is a sign of the obscenity of the economic system under which we operate that there should be 175,000 unemployed construction workers when people accepted.

It is quite wrong for a Labour Cabinet not to risk the money needed to put the construction workers to work.

Calling for temporary import controls, Mr. Mendelson said: "This is a national crisis. I am not asking for import controls to the end of the century. It would be for the Government to decide what temporary means."

If the TUC and the Labour Party conference had been told by Mr. Wilson when the £6 pay limit was introduced that it would not coincide with a policy to reduce unemployment, the pay limit would never have been accepted.

It is a sign of the obscenity of the economic system under which we operate that there should be 175,000 unemployed construction workers when people accepted.

It is quite wrong for a Labour Cabinet not to risk the money needed to put the construction workers to work.

Calling for temporary import controls, Mr. Mendelson said: "This is a national crisis. I am not asking for import controls to the end of the century. It would be for the Government to decide what temporary means."

If the TUC and the Labour Party conference had been told by Mr. Wilson when the £6 pay limit was introduced that it would not coincide with a policy to reduce unemployment, the pay limit would never have been accepted.

It is a sign of the obscenity of the economic system under which we operate that there should be 175,000 unemployed construction workers when people accepted.

It is quite wrong for a Labour Cabinet not to risk the money needed to put the construction workers to work.

Calling for temporary import controls, Mr. Mendelson said: "This is a national crisis. I am not asking for import controls to the end of the century. It would be for the Government to decide what temporary means."

If the TUC and the Labour Party conference had been told by Mr. Wilson when the £6 pay limit was introduced that it would not coincide with a policy to reduce unemployment, the pay limit would never have been accepted.

It is a sign of the obscenity of the economic system under which we operate that there should be 175,000 unemployed construction workers when people accepted.

It is quite wrong for a Labour Cabinet not to risk the money needed to put the construction workers to work.

Calling for temporary import controls, Mr. Mendelson said: "This is a national crisis. I am not asking for import controls to the end of the century. It would be for the Government to decide what temporary means."

If the TUC and the Labour Party conference had been told by Mr. Wilson when the £6 pay limit was introduced that it would not coincide with a policy to reduce unemployment, the pay limit would never have been accepted.

It is a sign of the obscenity of the economic system under which we operate that there should be 175,000 unemployed construction workers when people accepted.

It is quite wrong for a Labour Cabinet not to risk the money needed to put the construction workers to work.

Calling for temporary import controls, Mr. Mendelson said: "This is a national crisis. I am not asking for import controls to the end of the century. It would be for the Government to decide what temporary means."

If the TUC and the Labour Party conference had been told by Mr. Wilson when the £6 pay limit was introduced that it would not coincide with a policy to reduce unemployment, the pay limit would never have been accepted.

It is a sign of the obscenity of the economic system under which we operate that there should be 175,000 unemployed construction workers when people accepted.

It is quite wrong for a Labour Cabinet not to risk the money needed to put the construction workers to work.

Calling for temporary import controls, Mr. Mendelson said: "This is a national crisis. I am not asking for import controls to the end of the century. It would be for the Government to decide what temporary means."

If the TUC and the Labour Party conference had been told by Mr. Wilson when the £6 pay limit was introduced that it would not coincide with a policy to reduce unemployment, the pay limit would never have been accepted.

It is a sign of the obscenity of the economic system under which we operate that there should be 175,000 unemployed construction workers when people accepted.

It is quite wrong for a Labour Cabinet not to risk the money needed to put the construction workers to work.

Calling for temporary import controls, Mr. Mendelson said: "This is a national crisis. I am not asking for import controls to the end of the century. It would be for the Government to decide what temporary means."

If the TUC and the Labour Party conference had been told by Mr. Wilson when the £6 pay limit was introduced that it would not coincide with a policy to reduce unemployment, the pay limit would never have been accepted.

It is a sign of the obscenity of the economic system under which we operate that there should be 175,000 unemployed construction workers when people accepted.

It is quite wrong for a Labour Cabinet not to risk the money needed to put the construction workers to work.

Calling for temporary import controls, Mr. Mendelson said: "This is a national crisis. I am not asking for import controls to the end of the century. It would be for the Government to decide what temporary means."

If the TUC and the Labour Party conference had been told by Mr. Wilson when the £6 pay limit was introduced that it would not coincide with a policy to reduce unemployment, the pay limit would never have been accepted.

It is a sign of the obscenity of the economic system under which we operate that there should be 175,000 unemployed construction workers when people accepted.

It is quite wrong for a Labour Cabinet not to risk the money needed to put the construction workers to work.

Calling for temporary import controls, Mr. Mendelson said: "This is a national crisis. I am not asking for import controls to the end of the century. It would be for the Government to decide what temporary means."

If the TUC and the Labour Party conference had

50,000 office computers, mini-computers, bank terminals and data entry systems

50,000! A figure that speaks for itself. It represents the accumulated result of Philips' activities in several areas of the computer market. Hence our decision to concentrate on these market sectors and expand the position already achieved. Another reason is the high growth potential of these areas.

0 years experience in one of the world's largest laboratories

Since the 1950's, Philips have conducted extensive research and development in computer techniques and have applied these in practice. Many specific computer components Philips supply to the computer industry originated in the Philips Physical Laboratory. Using this scientific knowledge as a base, Philips have gained extensive know-how in the field of computer development and production. Moreover Philips have considerable practical experience in computer applications.

Throughout the worldwide Philips organizations there are no less than 440 office computers, 150 large computers, and 780 mini-computers in constant use. For example, these computers are used in network systems for order-processing; systems for optimising stock and material flow; calculating production costs and delivery schedules; planning; design; administration; scientific research; and also for monitoring and controlling various manufacturing processes.

Facts and Figures

Philips office computers were introduced to the market in 1969 and met with immediate success. Since then, more than 1,000 systems of the P 350 and P 300 series have been supplied to customers in 26 countries mainly in industry and commerce.

An important feature of these office computer systems is that they can easily be adapted to the specific requirements of the customer; system capability being extended and when required. For example, the memory capacity of a system can be increased and/or additional peripheral equipment incorporated when the need arises.

The demand for smaller, highly efficient, yet relatively economic systems increases. Philips office computer systems, tailored to this demand, can be rapidly installed and are simple to operate. Also, standardized user-software packages simplify the use of these systems to an even greater extent.

Small size - Big capacity

In future, emphasis will be on small administrative systems that can be readily integrated in medium to large companies without requiring changes to the company's organizational structure. The Philips P 450 small business computer, introduced in 1975, fulfills this requirement perfectly. But don't let the term 'small' mislead you. The modern small business computer has about the same level of performance as its bigger brother of the mid '60's.

Immediate access

Decentralisation is becoming more and more a fact of business life. Increasingly more computer systems provide users, via terminals in widely separated locations, with immediate and direct access to a central processor for input and retrieval of data, or for the execution of a programme.

Data Entry Systems prepare data in such a way that the central computer can process it directly. The Philips Data Entry System X1150, for decentralised data input and retrieval, has literally thousands of terminals installed in various companies throughout Western Europe.



Indispensable

Mini-computers play an important role in industrial automation. Philips P 800 series of mini-computers can be programmed to control many - and widely diverse - industrial equipment, systems and processes. For example: x-ray analysis equipment; electron microscopy; measurement and control; telephony; telephony; radar; traffic control; medical administration, therapy, diagnostics and treatment planning; and for monitoring and controlling various industrial processes such as mass production, water purification and foodstuffs preparation. In these, as in so many other applications, you will find Philips mini-computers at work.

Adaptable application-software

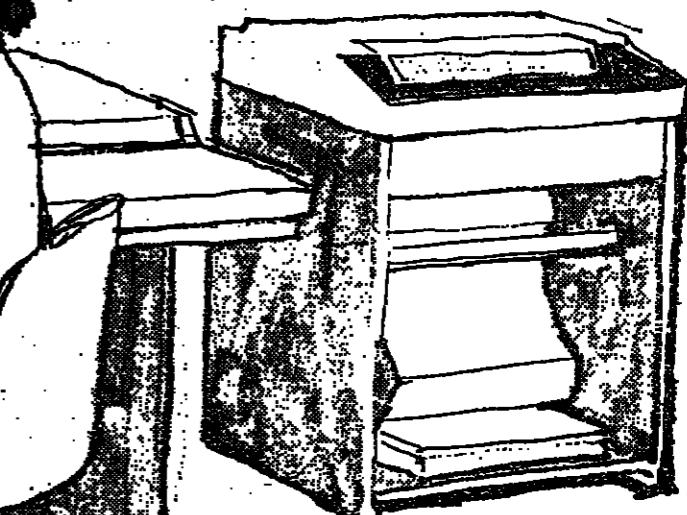
Regardless of the size of a company each has its own specific requirements for a data processing system. Philips have extensive experience and a deep understanding of the customer's problems. This, in conjunction with a vast application software library, forms a solid basis on which to optimize any computer system.

Furthermore provisions have been made to integrate our products, with the appropriate system software, data bank-and-data communication software, into information network systems.

Philips Data Systems - your partner in the future

Under the name Philips Data Systems there are approximately 10,000 employees in 25 countries at your service. Already, they have firmly established the name Philips in the field of small data processing systems and are determined to further improve this position. New products in the field of office computers; small business computers, data entry systems and terminal systems will be introduced shortly.

Indeed, also for the future you can depend upon Philips as your partner in the field of electronic data processing.



Philips Data Systems

Great Britain: Elektra House, 2 Bergholt Road, Colchester, Essex CO4 5BE, Tel. 0206 - 5115.

Argentina: Maconta S.A. C.I., Av. Córdoba 2036/38, Buenos Aires.
Australia: 88-90, Foveaux Street, Surry Hills, N.S.W. 2010.
Austria: Untere Donaustrasse 11, A-1020 Vienna.

Belgium: 1, Boulevard Anspach, 1000 Brussels.

Brazil: Rua Sete de Setembro 145 - Alto da Boa Vista - São Paulo.

Canada: 118 Vanderhoof Avenue, Toronto 3S3, Ontario M4G 2J1.

Denmark: Prags Boulevard 80, 2300 Copenhagen.

Federal Republic of Germany: Weigenauer Strasse 211 - 213, 5900 Siegen-Weidenau.

Switzerland: Schwanenstrasse 3, 4 Düsseldorf.

Finland: Kaivokatu 8, Helsinki 10.

France: 40, Avenue Hoche, 75 Paris 8, 5, Square Max Hymans, 75 Paris 15.

Ireland: Newstead, Clonskeagh, Dublin 14.

Italy: Viale Fulvio Testi, 327, 20162 Milan.

Japan: Communications Science Corp., 8-5, 2 Chome, Kita-Aoyama, Minato-ku, Tokyo 107.

Mexico: Calle Durango 167, Mexico City 7 D.F.

Netherlands: Bordewijkstraat 4, Rijswijk.

Norway: Nils Hansen vei 2, Oslo 6.

Portugal: Regisconta SARL, Av. Duque de Loulé 72, Lisbon.

South Africa: 2 Herbst, New Doornfontein, Johannesburg.

Spain: Gispert S.A., Provenza 206-208, Barcelona 11.

Sweden: Facit 172 07 Sundbyberg.

Switzerland: Binzstrasse 18, 8027 Zürich.

United States of America: 1291 East Hillsdale Blvd., Foster City, California 94404.

Venezuela: Edif. Centro Colgate, Av. pp. de los Ruices, Urb. Los Ruices, Caracas 107.

Yugoslavia: Fa. Commerce, Titova Cesta S.T. 81, Ljubljana.



Data
Systems

PHILIPS

Inspectors accuse chairman of fraud

MR. GERALD CAPLAN, chairman of London and County Securities, the secondary bank whose collapse in December, 1973, precipitated the secondary banking crisis, is accused of fraud in a report released yesterday by inspectors appointed by the Department of Trade. Mr. Caplan's associate, Mr. A. T. Pepperell, former director of a company associated with L and C, is also accused of fraud. The 300-page report was compiled by Mr. A. P. Leggatt, Q.C., and Mr. D. C. Hobson, a chartered accountant.

In the course of their report and drive of the chairman and say, "There was left only Mr. managing director, Mr. Caplan, and his colleagues on the Board Gerald Caplan, chairman of a very group, and an associate, Mr. A. T. Pepperell.

They remark on the willingness of several executives of the company to sign and, in one case, back-date documents without either reading them or fully considering the implications of their actions.

They criticise non-executive directors for failing to interest themselves closely enough in the affairs of the group, and the auditors for not thoroughly performing their duties in some instances.

The remark, however, that "the scale and the thoroughness with which false documents were prepared would have deceived the most vigilant auditor." They come to the conclusion that loans of several million pounds to directors, used to buy the holding company's shares in a schoolboy, why they did not realise it was the king that was at fault.

Early in their report, the inspectors draw attention to "three matters tending to show that offences had been committed." They list these as "transactions recorded in the books of A and D (London and County Securities, Limited) under the fictitious name of J. Cartwright transactions concerning Mr. Pepperell, Avon and the Stand-

The inspectors conclude that

The scale and thoroughness with which false documents were prepared would have deceived the most vigilant auditor'

field Group; and transactions at "it was Mr. Caplan who can the end of September, 1973, in group, aided and abetted, as will be seen, by Mr. Pepperell," who value of £4m, which were used is later described by one executive to inflate the amount of cash in A and D's half year, in stated.

In analysing the collapse of the company, the inspectors reject a narrative style which would develop their report coincide with the progression of events and opt instead for the selection of issues, such as the role of executive and non-executive directors, both individually and as a group, the role of auditors on the background to specific deals which they see as having special significance in the overall picture.

Early in their report they concern themselves with Mr. Gerald Caplan, the chairman, a barrister by training and the man who recruited the Liberal Party leader Mr. Jeremy Thorpe to the Board. They establish the vital role which Mr. Caplan played in the group's expansion, and through his "fraud and deception" in its collapse.

On the one hand they quote Mr. Thorpe's view of Mr. Caplan:—"The Group had enjoyed an astonishing growth rate; not only did its shares stand at a very high figure, but also it enjoyed the continuing confidence of countless small depositors, and the extensive support of companies such as East and West Insurance Company and United Drapers."

"This record was almost entirely attributable to the genius of the nation was gone," the Inspectors

say. "It was a classic tycoon... he was also ruthless, even if devious, in his methods... he would communicate to his subordinates by hint and innuendo, what the price of dislodgement would be."

Then, most tellingly, they quote from a report of 1859 on frauds recently committed on London and County joint stock bank—substituting the name Gerald Caplan for the man involved then, John Sadler, and remarking how "history repeats itself."

They quote: "It is a fact on record, and therefore cannot be disputed, that that extraordinary power of fascination, which was the peculiarity of Gerald Caplan, was for some time effectively exercised over his colleagues at the London and County Board—so far as the accommodation which was afforded him out of the funds of the bank, and the extent to which he was permitted to overdraw his account."

So (with the substitution of "John Sadler" for "Gerald Caplan") ran the report in 1859 on frauds recently committed on London and County joint stock bank. History repeats itself.

They add: "Before us most of the fasci-

nation was gone," the Inspectors

say. "By far the most important matter with which our inspection was concerned was the transaction, or series of transactions whereby A and D lent £5m. to Mr. Pepperell without security, and at interest, rolled over daily for the purchase of L and C shares for him or Mr. Caplan."

"All, except about £200,000, of this lending was made on or after April 31, 1973, and continued until the collapse of L and C."

"Its principal purpose was to acquire at prices calculated to ensure that they suffered no loss,

the L and C shares of certain

group executives and others who had been "warehousing" them for L and C."

"The prices paid were, in some cases, as much as double the market price of the shares at the date of purchase."

The inspectors say that Mr. Pepperell disingenuously told them that the shares which he acquired were held to the order of Avon, a company with an issued share capital of £2 which was owned by himself and his wife and which kept no books of account.

Money borrowed from A and D was also used by Mr. Pepperell to lend £100,000 to Mr. Davies or to the company, Capita, home, to discharge the outstanding liability of £75,000 on the account maintained by A and D in the fictitious name of "J. Cartwright"—an account maintained for Mr. Caplan, according to the inspectors.

The inspectors go on to say that Mr. Pepperell's overdraft at A and D was repaid before the collapse, thereby relieving him of personal responsibility for it. But the repayment was made by means of loans of £4m. to Mr. Pepperell's company, Avon.

Avon had borrowed the money from Standfield Group, whose shareholders were Mr. Wade and Mr. Pepperell, and which borrowed the money from the London and County banking subsidiary A and D.

The inspectors say that the route by which these loans were transmitted to Avon was a complicated one, designed, we find, to conceal their origin.

Liability

Finally, as recounted in Chapter VIII, Mr. W. Perry (a London and County director described by one witness as knowing "less about business than any businessman I know") signed letters which were intended to release Standfield Group of its liability to repay A and D £4.5m. of the money borrowed until such time as Standfield Group was repaid by Avon.

Mr. Perry is quoted later as being unable to recall ever having refused to sign a letter which he was asked to sign.

Then, in relation to the loans to Mr. Pepperell, the inspectors conclude: "In this manner, Mr. Pepperell and Mr. Caplan defrauded A and D of substantial sums."

"This, therefore, unsurprisingly that Mr. Pepperell funded us immediately before giving his evidence, with the statement, grossly deficient in particular, which was apparently designed, while appearing to be co-operative to give us no information that we did not already have."

"Unfortunately for Mr. Pepperell, we had already succeeded in obtaining most of the relevant details. In his examination before us he was totally discredited."

The inspectors then turn their attention to an examination of the other personalities involved in the group including the executive and non-executive directors.

Of the executive team—Messrs. Kendall, McMenemy, and Perry—they say: "None of them was of the calibre to run the company in its appraised form," (at its peak, London and County had balance sheet totals of about £130m.).

"All of them had 'got their feet wet' by becoming involved in deals they had no reason to be proud of. They could not have afforded to move elsewhere, even if they had been inclined to."

"In all their dealings with their chairman, Mr. McMenemy, Mr. Perry, and Mr. Kendall neglected their obvious duty to



MR. GERALD CAPLAN
Chairman of London and County

ember 30, 1973, before the cheques were cleared.

"The second half of each transaction, the payment of the sum by banker's draft dated October 1, 1973, to provide the funds to meet the cheques, would not be recorded in the books until after the balance sheet date.

The conclude that none of the drawers of the cheques expected them to be met unless the sums in which they were drawn were paid into the respective accounts by A and D.

"Each transaction was fraudulent attempt, by Mr. Perry in two cases and Mr. Caplan probably in all three, to improve the appearance of the A and D balance sheet at September 30, 1973."

The report deals extensively with the last weeks of London and County when the company was desperately trying to survive a deteriorating situation. Thus, the inspectors describe how in October and November, 1973, L and C's position deteriorated and it breached the trust deeds of its 9% per cent convertible loan stock.

The report makes it clear that the company's accounting methods were inadequate to keep a check on its borrowings so that directors were unaware of how close to a breach they might be.

Unfortunately, no one else regarded it as his responsibility to check on the borrowing limits and compliance with the trust deed, and to inform the L and C Board of the position. So no one did," the inspectors record.

The say that in spite of explicit demands from the trustees, L and C failed to include certain indemnities in its borrowings. They also failed to include in a certificate saying that borrowings were within the limits of the trust deed, any part of a £12.5m. facility from Keyser Ullman, the merchant bankers: "although this facility was essential to the working capital position of L and C and was mentioned in the offer document sent out in connection with L and C's bid for Inveresk Paper."

Turning to the non-executive directors, Lord Bradbury, Mr. G. A. Evans, Mr. Jeremy Thorpe, Mr. F. A. Davies of Eagle Star Insurance and Mr. R. Potel of Drake and Cabot Holdings, the inspectors say: "The non-executive directors did not sufficiently recognise that directors should behave as reasonably conscientious persons, aware of their responsibilities to investors."

The March balance sheet, the inspectors say, was inflated by about £25m. This had the effect of raising the liquidity ratio of the L and C Group (the relationship between cash and certificates of deposit and deposits) from 14 per cent, to 43 per cent.

The inspectors conclude this section of the report by saying: "The auditors should not have signed unqualified audit reports on the accounts of L & C or A & D at March 31, 1973. The main extent of inflation of the cash balances was known to the audit partner, Mr. Plummer, and it was so serious as to make the accounts misleading to a material extent."

"We have also reached the proper informed of the affairs conclusion in Chapter VII that

"Guidelines should be laid down and published as to the extent to which the practice of 'window-dressing' of accounts is not significant. We recommend that substantial improvements should be permitted, if at all."

"Returns of the main ratios at more frequent intervals, perhaps monthly, might also help to obviate this problem."

The report does, however, come to some far-reaching conclusions about the law relating to loans to directors as a result of its inquiry into the several millions of pounds which L and C lent to executives and officers in the group.

"Proviso (d) to section 190(1) of the Companies Act 1948 provides that in the case of a company whose ordinary business includes the lending of money to its shareholders, the prohibition of loans to the overDraft, he was not from the group, the company would not be made available.

"One customer points out he understood that unless he helped L and C to buy up the company's shares with his own money, the overDraft, he was not from the group, the company would not be made available.

"Section 54, which prohibits a company giving directly or indirectly any financial assistance for the purpose of or in connection with the purchase or subscription for shares in the company over bids and acquisitions

or in its holding company, also as it struggled for survival. Only by reading it in full that nothing in the section shall be taken to prohibit the lending of money by a company in the ordinary course of its business where such lending is part of its ordinary business.

"These provisions have, over a long period of time, given rise to considerable problems in practice and it is recommended that they be abolished, subject possibly to some small maximum individual limit, to avoid the need to prohibit minor loans to directors."

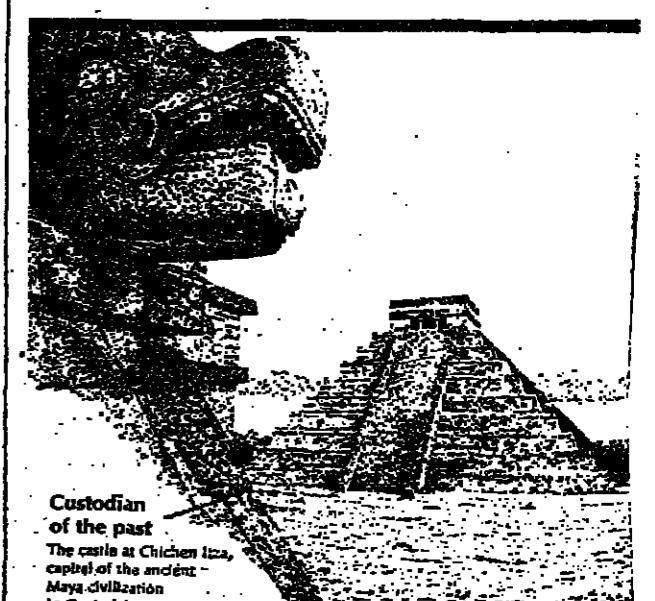
"In any event, loans secured on a company's own shares or those of its holding company or of any associated company should be prohibited, as should the lending of funds to or placing of deposits with another organisation for the purpose of enabling that organisation to secondary bank, Wintrust, to buy them. In this way, it would be able to negotiate with L and C's shareholders the sale of 1,850,000 shares at 13p a share, say.

The report also details the arrangement for heavy purchases of the shares in the market with the object of forcing the price down.

Mr. Van Gelder agreed to threaten to place the shares in the market should L and C fail to buy them. In this way, it would be able to negotiate with L and C's shareholders the sale of 1,850,000 shares at 13p a share, say.

Directors might be more likely to arrange or participating in shares in L and C by means of arranging or participating in loans from Wintrust, at fair rates of interest.

To Future Generations, Security



Social welfare is a subject of serious consideration in most modern societies. Man in the twentieth century accepts his responsibility to bequeath to the next generation a society better than his own. Daiwa Bank is not unique in accepting this responsibility, but Daiwa is unique in making acceptance of this role in society an integral part of their banking service.

Daiwa is the only Japanese city bank to combine banking and trust business. Daiwa is thus a fully integrated banking institution, comprising banking, international financing, trust, pension trust, and real estate business. This integration is part of our effort to fulfil our social responsibility consistent with society's needs in a contemporary environment.

a fully integrated banking service **DAIWA BANK**

Head Office: Osaka, Japan
London Branch: Winchester House, 77 London Wall, London E.C.2 NIBD
Frankfurt Branch: 6 Frankfurt am Main, Eschersheimer Landstrasse 14
New York and Los Angeles Agencies
Singapore, Sydney and São Paulo Representative Offices
Joint Venture Banks: P.T. Bank Perdana, Jakarta, Indonesia
International Credit Alliance, Ltd., Hong Kong

The Red Cross. Someone to turn to.

Help. One word which covers the magnitude of services the Red Cross has become synonymous with the world over.

Not only in war. Not only when earthquakes, famine and floods strike. But all the time—people helping people in need.

Nursing the sick, both in hospital and at home. Care for the old and infirm. Help for the disabled of all ages. The unspoken reassurance that there is always someone to turn to.

This is the Red Cross today.
We need your help to carry on.

caring + doing

Jeffrey

Western Australia.

An investment that will pay dividends for years to come.

at the law ne
g so that dir
nally give
r misleading
to the audito
f Habic

Few locations in the world
offer such tangible elements
for successful enterprise.

By comparison with other nations, the ups and downs of Australia's politics are mild. The result is political stability. Again, by contrast, Australia enjoys an on-going economic climate. And right now the political and economic climate in Australia is particularly encouraging.

In a nation of promise, Western Australia stands out as being exceptionally fortunate. Already, the State accounts for 80% of the nation's iron ore exports. This year it will produce more wheat than any other State. And all the while, the State's manufacturers are moving abroad and capturing an increasing share of the lucrative markets of the Middle East, Africa, South East Asia—our near neighbours.

Economic forecasting is always hazardous but Western Australia can look into the crystal ball with realistic optimism. The State is on the way to establishing a jumbo steel mill, whilst at the same time developing the huge natural gas reserves just off the North West coast. These two developments alone are enough to multiply the State's economic resources and the only question is when.

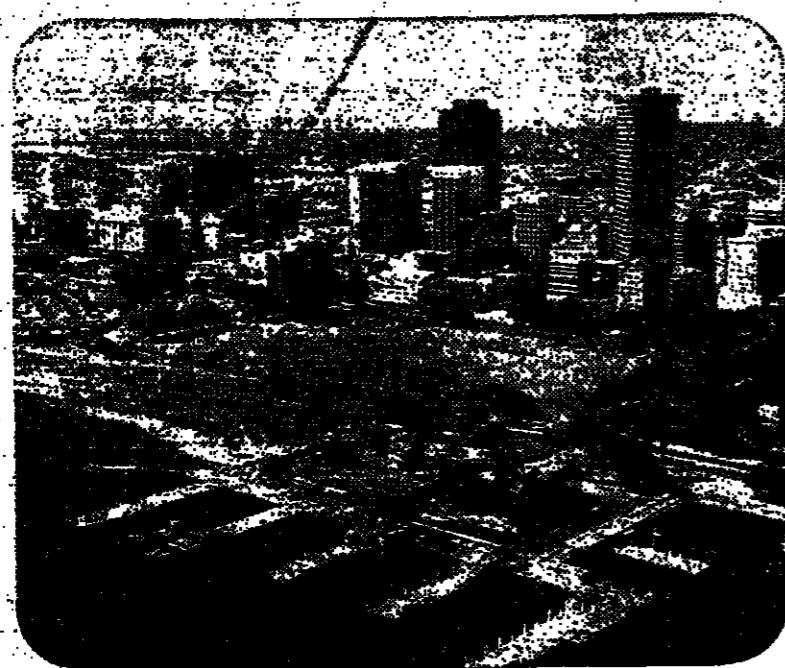
If you were to visit Perth you would discover a modern, sophisticated city, surrounded by a careful blend of industrial estates and a beautiful environment for living. If you were to enquire a little more deeply you would discover a prevailing attitude of buoyancy and energy, combined with a sure grasp of the State's potential in today's economic world.



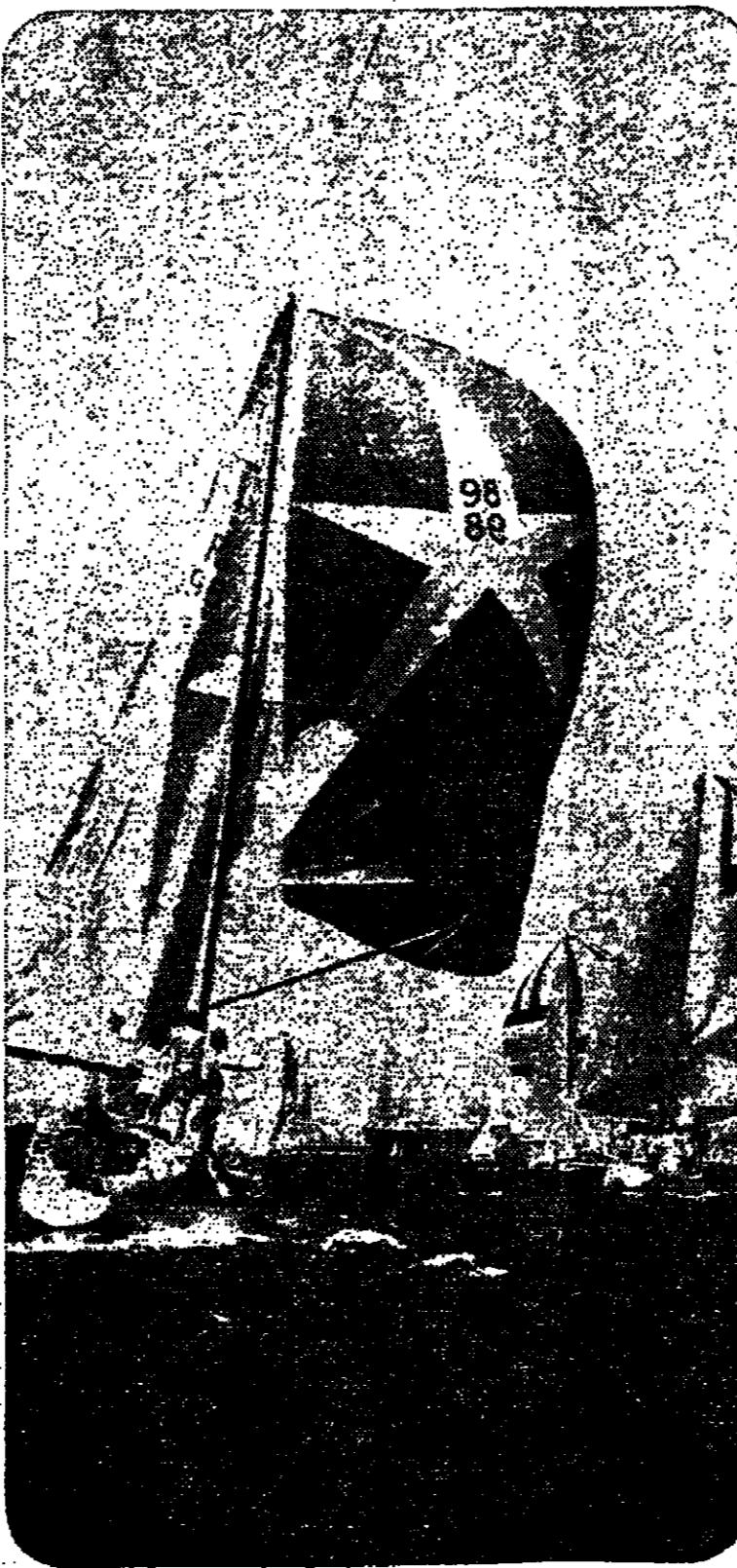
"Worthwhile development only takes place where there are ample basic resources and where there is a climate of enterprise; both these essential prerequisites are to be found in Western Australia."

"My Company is the most diverse, and possibly the largest, industrial organisation in this State. We believe that its mineral wealth, together with the pervading sense of pioneering endeavour, provide a sure foundation for continuing growth."

Sir Ian McLennan
Chairman of Directors
The Broken Hill Proprietary Co. Ltd.
Melbourne.



Western
Australia's
busy capital,
Perth,
overlooks
picturesque
Swan River
water.



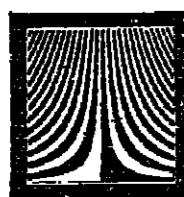
Sailing in the sunshine and clear
waters of Cockburn Sound, near Perth.

Mining the massive ore deposits
in the iron-rich Pilbara province.

If you would like to know more about what Western Australia has to offer you, contact Agent General for Western Australia, 115 Strand, London WC2R OAJ England. Official Representative, Government of Western Australia, 7th Floor, Sankaido Building, 9-13 Akasaka, 1-Chome, Minato-Ku, 107 Tokyo Japan. Coordinator, Department of Industrial Development, 32 St. George's Terrace, Perth 6000, Western Australia.



Western Australia



The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

METALWORKING

Glow discharge anneals wire cleanly

A METHOD for the continuous annealing of wire which uses a glow discharge as the source of heat has been developed by the Electricity Council Research Centre at Capenhurst, Cheshire. Subsequently, a prototype annealer employing this non-contact heating technique has been jointly designed by ECRC and Johnson & Nephew (Non-Ferrous) for production trials at the latter company's Wakefield Works.

Success in this collaborative venture has led to a licence being granted by ECRC to BOC Industrial Power Beams for the commercial exploitation of the glow discharge heating of wire. The first design of annealer operates in conjunction with an intermediate wire drawing machine producing aluminium alloy or copper wire. The first production model will be installed in the Wakefield works of Johnson & Nephew.

The Electricity Council with BOC and the latter company has planned a seminar and demonstration to be held in Wakefield in mid-1976. It is anticipated that the BOC annealers will be generally available at that time.

Main advantage of this process is that it is a clean, non-contact method. Firing streams of electrons at the metal's surface and thus heating the wire from within.

There is much more efficient heat transfer and no oxidising problems and the metal goes into the compact annealing chamber cold and comes out in that state.

Pressing to a program

PYRAMID Machinery Company has been appointed selling agent in the U.K. and Southern Ireland for the British designed and built Jameson-Rater hydraulic presses.

Design of the presses is based on the use of hydraulic rams and their cylinders as a guide, and the use of a砧板和blank holder slides. This allows presses to be constructed as two compact and efficient units, and also has the added advantage of reducing frictional losses.

Single, double, or triple action is standard on all machines. They are free standing and all hydraulic equipment is self-contained. Pressing, dwell and return speeds can be programmed and set on a master control panel.

Blanking, shallow drawing,

embossing, piercing, forming and coining operations can all be carried out on the presses as fast as the operator can feed the machine. Hot forming of Nimonic or similar materials requiring dwell at the bottom of each stroke is another operation for which these presses are suitable.

More details are obtainable from Pyramid at 92 Oldfields Road, Sutton-by-Pass, Sutton, Surrey. (01-644 0116/7.)

Laser does the work faster

SUCCESS in a particularly complex drilling job has been achieved with the use of a laser-based unit, BP Chemicals International had a requirement for several thousand holes to be drilled in a 3.5m. diameter plywood former, each hole having a tolerance of only $\pm 0.1\text{mm}$. This former is the basis of a catalyst loading plate.

LCL (Laser Cutting Limited), member of the Plascast group, was able to complete this task in just over a month, a half that which would have been incurred using the more traditional template and drill methods, as well as much more quickly. A further advantage was that splinter-free holes were produced.

This was made possible by the use of an LCL-developed machine-tool which is based on a 500 watt British carbon dioxide laser numerically controlled to cut intricate profiles and shapes down to a tolerance of as little as 0.025mm, if required.

The machine is also used for cutting metals (including stain-

less steel), plastics and other materials, and programming the machine to meet even the BP

Chemicals requirements was relatively straightforward.

Plascast, 7 Moorgate Road,

Rotherham, Yorks. Rotherham 73551.

The solution adopted by Telcon is to employ six Brookes

610 mm. rotary gang slitters and

two reciprocating saws.

can be fed to upper and lower

recoil drums alternately, thus

separating strip edges and pre-

PROCESSING

Strip edges kept clean

TRANSFORMER production processes demand clean-edged slit silicon iron to provide the necessary electrical characteristics in the cores.

However, the process of cutting and recolling is not easy to achieve by cutting followed by fanning out and colling on a single drum as this distorts the strands.

The solution adopted by Telcon is to employ six Brookes

610 mm. rotary gang slitters and

two reciprocating saws.

can be fed to upper and lower

recoil drums alternately, thus

separating strip edges and pre-

venting them from damaging each other.

The machines, developed by Brookes (Oldbury), a T.M. Machine Division company, successfully slit up to 0.3 mm. thick silicon iron by having extra-rigid large diameter cutter shafts—80 mm. instead of standard 76 mm.

This rigidity and the protective disc strand separation on each recoller avoids fanning on the edges of cut strip. Cutters are of hardened high carbon alloy steel and can be changed quickly to alter the pattern of ribbon widths.

At Telcon, stock up to 610 mm. width is slit in various widths, depending on final application. 18 mm. and 150 mm. widths are common and the machines frequently slit down to 6 mm.

T.M. Machine Division, P.O. Box 75521, 39, Coventry CV4 9DA, Coventry.

marked reduction in the Diameters available range.

Obnoxious smell associated with 8 to 24 inches.



Cooler abrasive cutting

ABRASIVE CUTTING off wheels to replace the conventional rubber bonded wheels manufactured by the calendering process have been developed by Abrasive Specialities Ltd, London Road, Ashtead, Surrey, SLS 7EW (0890 28253).

Several applications are the operation of cutting rubber bonded cutting engraved. These include rubber wet cutting of test pieces where absence of burning of the sample being cut is essential.

Advantages claimed for the new type of rubber bond:

Costs are stated to be

conventional wheel.

new wheel is available.

Diameters available range.

Obnoxious smell associated with 8 to 24 inches.

At Telcon, stock up to 610 mm.

width is slit in various widths,

depending on final application.

18 mm. and 150 mm. widths are

common and the machines fre-

quently slit down to 6 mm.

T.M. Machine Division, P.O. Box 75521, 39, Coventry CV4 9DA, Coventry.

marked reduction in the Diameters available range.

Obnoxious smell associated with 8 to 24 inches.

At Telcon, stock up to 610 mm.

width is slit in various widths,

depending on final application.

18 mm. and 150 mm. widths are

common and the machines fre-

quently slit down to 6 mm.

T.M. Machine Division, P.O. Box 75521, 39, Coventry CV4 9DA, Coventry.

marked reduction in the Diameters available range.

Obnoxious smell associated with 8 to 24 inches.

At Telcon, stock up to 610 mm.

width is slit in various widths,

depending on final application.

18 mm. and 150 mm. widths are

common and the machines fre-

quently slit down to 6 mm.

T.M. Machine Division, P.O. Box 75521, 39, Coventry CV4 9DA, Coventry.

marked reduction in the Diameters available range.

Obnoxious smell associated with 8 to 24 inches.

At Telcon, stock up to 610 mm.

width is slit in various widths,

depending on final application.

18 mm. and 150 mm. widths are

common and the machines fre-

quently slit down to 6 mm.

T.M. Machine Division, P.O. Box 75521, 39, Coventry CV4 9DA, Coventry.

marked reduction in the Diameters available range.

Obnoxious smell associated with 8 to 24 inches.

At Telcon, stock up to 610 mm.

width is slit in various widths,

depending on final application.

18 mm. and 150 mm. widths are

common and the machines fre-

quently slit down to 6 mm.

T.M. Machine Division, P.O. Box 75521, 39, Coventry CV4 9DA, Coventry.

marked reduction in the Diameters available range.

Obnoxious smell associated with 8 to 24 inches.

At Telcon, stock up to 610 mm.

width is slit in various widths,

depending on final application.

18 mm. and 150 mm. widths are

common and the machines fre-

quently slit down to 6 mm.

T.M. Machine Division, P.O. Box 75521, 39, Coventry CV4 9DA, Coventry.

marked reduction in the Diameters available range.

Obnoxious smell associated with 8 to 24 inches.

At Telcon, stock up to 610 mm.

width is slit in various widths,

depending on final application.

18 mm. and 150 mm. widths are

common and the machines fre-

quently slit down to 6 mm.

T.M. Machine Division, P.O. Box 75521, 39, Coventry CV4 9DA, Coventry.

marked reduction in the Diameters available range.

Obnoxious smell associated with 8 to 24 inches.

At Telcon, stock up to 610 mm.

width is slit in various widths,

depending on final application.

18 mm. and 150 mm. widths are

common and the machines fre-

quently slit down to 6 mm.

T.M. Machine Division, P.O. Box 75521, 39, Coventry CV4 9DA, Coventry.

marked reduction in the Diameters available range.

Obnoxious smell associated with 8 to 24 inches.

At Telcon, stock up to 610 mm.

width is slit in various widths,

depending on final application.

18 mm. and 150 mm. widths are

common and the machines fre-

quently slit down to 6 mm.

T.M. Machine Division, P.O. Box 75521, 39, Coventry CV4 9DA, Coventry.

marked reduction in the Diameters available range.

Obnoxious smell associated with 8 to 24 inches.

At Telcon, stock up to 610 mm.

width is slit in various widths,

depending on final application.

18 mm. and 150 mm. widths are

common and the machines fre-

quently slit down to 6 mm.

T.M. Machine Division, P.O. Box 75521, 39, Coventry CV4 9DA, Coventry.

marked reduction in the Diameters available range.

Obnoxious smell associated with 8 to 24 inches.

At Telcon, stock up to 610 mm.

width is slit in various widths,

depending on final application.

18 mm. and 150 mm. widths are

common and the machines fre-

quently slit down to 6 mm.

T.M. Machine Division, P.O. Box 75521, 39, Coventry CV4 9DA, Coventry.

marked reduction in the Diameters available range.

ROYAL COMMISSION'S THIRD AND MOST CONTROVERSIAL REPORT

Incomes of £10,000-plus still tending to compress

BY MICHAEL BLANDEN

THIRD and most controversial estimate, in round figures to be of the reports so far produced of the same order as in 1973-74, by the Royal Commission that is, 65,000, or about three in the Distribution of Income every thousand of all recipients. Wealth covers higher in employment incomes. Between 1959 and 1974 this proportion are defined roughly as had remained at about two to of £10,000 a year or more in every thousand.

74-75, and the issues raised. "We estimate further that the aroused some differences 0.3 per cent. of recipients who in the Commission itself had total employment incomes a members. Sir Neville was before tax of at least £10,000 in worth. Mr. Roy Cox and 1974-75 would have received Leslie Murphy, have signed about 2.1 per cent. of the amount of employment income received to the Commission's conclusions urging action by all persons deal with the problem of rising managements' salaries.

This contrasts to some extent with the less positive conclusions of the Commission. It is "not persuaded that the size of differentials need be determined on the basis of those existing some arbitrary date." The background to the Commission's investigation and the significance of the sub-divisions were underlined by the original reference on the part of the Royal Commission to the question of self-employed incomes which it was deserved separate treatment.

Sensitive

A report follows the two published last July covering the initial report on the distribution of income wealth generally, and the issue of income from wages and its distribution examining higher incomes, Commission study that of the of retirement fell naturally into two parts. First, there purely material matters divided into numbers, distribution and trends. Second, were the complex and issues arising from the economic and social reasons for higher incomes.

Looking at the distribution and trends of higher employment incomes using hitherto unused material from Inland Revenue sources, the Commission estimates that in 1973-74 were some 214,000 married or single persons with after-tax incomes from all of £10,000 a year or (at 1974-75 prices).

Within this total we estimate about 64,000 individuals earned their income from New Earnings Survey were component (non-self-employed) management. Between July 1975 and July 1976 the absolute level of real earnings (after tax adjustments for the number of cost of living and tax) attached to receiving total employment incomes before tax of 17 per cent. at the level of 00 a year or more was £10,000 a year in 1973 and 25 per

cent. at the £20,000 a year level. The fall was mainly concentrated in the two years ended July 1975.

There was also some reduction (about 2 per cent.) in the real value of the median earnings of men between April 1973 and April 1975. The Commission explains that for a variety of reasons these figures should not be taken as precisely indicating comparative changes in the actual standards of living of those concerned.

The Commission goes on to say that there was a tendency between 1968 and 1975 for differentials in the remuneration of managers (before and after tax) to become compressed.

Examining fringe benefits and superannuation, the Commission finds that fringe benefits are given to the top 10 per cent. of the management structure, that is from full-time director to foreman, was reduced from 8.75 to 7.05 times—a fall of 19.4 per cent. The after-tax ratio was reduced from 5.1 to 3.88 times, a fall of 24.1 per cent.

The compression in the proportionate differentials after tax from the top to the bottom of the management structure is accounted for as to fully three-quarters by the compression in the corresponding ratio before tax. After allowing for changes

GLOSSARY

Median income—the income level above which half the incomes lie.

Highest decimille—the level above which the top ten thousandths of incomes lie.

Highest millile—the level above which the top thousandths of incomes lie.

Highest percentile—the level above which the top hundredth of incomes lie.

In the cost of living, as well as for deduction of tax, the decline in the absolute amounts of differentials, both from top to bottom and for consecutive steps, is seen to be substantial and to have been concentrated in the two years ended July 1975.

Abroad

Percentage differentials between equivalent steps in managerial careers, before and after tax, vary between countries and by U.K. firms and do not substantially out of line with others.

Some countries (for example, France) appear to have larger differentials in percentage terms but others (for example, Canada) appeared to have similar or smaller ones.

When allowances are made for cost of living differences and tax, salaries for managers, including higher managers, are substantially lower in the U.K. than in most other developed countries but the general level of salaries and wages also varies from country to country and it reflects differences in the gross domestic product per head.

It is estimated from information made available to the Commission by its consultants that after tax and taking account of the differences in price levels, U.K. remuneration for comparable managerial jobs is about the same as in Australia, but in Germany and about 50 to 60 per cent. of that in France, Canada and the U.S.

Social justice hits managers' rewards

Appendix to the Royal Commission's conclusions, by Sir Neville Butterworth, Mr. R. A. Cox and Mr. L. F. Murphy.

The major question raised by the level of salaries is the relationship between economic efficiency and social justice. We have seen that during the past 40 years there has been a steady trend in the direction of a rise in the standard of living of the majority of wage and salary earners and that this has been accompanied by a substantial fall in the differentials between the highest paid and the manual and lower supervisory grades. This has been possible mainly because of the rise during that period in gross national product, but also because of a general concern for greater social justice.

Accelerated

However, the evidence gathered for this report shows that recently this process has greatly accelerated. While the median earnings of all men have risen faster in the past five years than the retail price index, salaries after tax at constant prices had fallen between July 1969 and July 1975 by 17 per cent. at the £10,000 a year level and 25 per cent. at the £20,000 a year level, most of this decline occurring in the past two years. Because of the freeze on salaries of £2,000 and above since then, this decline is steadily increasing as retail prices continue to rise.

The total after-tax earnings of the small group of 65,000 earning £10,000 or more from employment amounts to only 12 per cent. of the total after-tax income of all employment incomes. An improvement in the standard of living of the

Information from other sources indicates that U.K. remuneration for comparable managerial jobs is generally lower than in other countries except Sweden and the Netherlands. When managerial salaries are compared with the gross domestic product per economically active person, the U.K. occupies an intermediate position among a number of other developed countries.

This country is not alone in exhibiting a trend towards reducing the gap between the pay of higher and lower managers and between the higher and lower levels of pay generally.

Benefits

Examining fringe benefits and superannuation, the Commission finds that fringe benefits are given to the top 10 per cent. of the management structure, that is from full-time director to foreman, was reduced from 8.75 to 7.05 times—a fall of 19.4 per cent. The after-tax ratio was reduced from 5.1 to 3.88 times, a fall of 24.1 per cent.

The most widespread fringe benefits in the private sector for managing directors and senior general managers are the use of a company car (about 90 per cent.), subsidised lunches (about 60 per cent.) and medical insurance (about 50 per cent.). Loans at reduced rates of interest are mainly to be found in the financial sector. The report includes estimates of the value to employees of company cars and loans.

The report notes that the possibility of entering into contracts for a term of years is an element differentiating conditions of service for senior managers from other employees.

Provision for superannuation is an important element of total remuneration for most recipients of high incomes from employment. It usually represents the largest of the additional benefits available.

The benefits associated with approved superannuation in the U.K. lessen the impact in practice of high marginal rates of tax. Accordingly the reason why increases in pay are sought late in their careers by employees already liable to the highest marginal rates of tax on their current pay is often to be found in the associated provision for superannuation.

Examining the way in which salaries are determined at the higher levels, the report states that the majority of large organisations and some smaller ones use formal salary structures.

Salary structures are commonly based upon a systematic comparison of jobs one with another through job evaluation and surveys of pay for comparable jobs elsewhere are used to monitor the relationship of pay within an organisation to that in the external job market. The structure of an organisation and the pay differentials associated with it vary widely according to the purpose of the undertaking and can vary within undertakings with differing circumstances.

Bargaining

Collective bargaining has been spreading in recent years into the managerial field. In the private sector few instances were brought to our attention where salaries of £10,000 a year or more were settled by collective bargaining.

However, the impact on salaries at higher levels of collective bargaining, both in private industry and the public sector, is becoming increasingly important.

In both large and small

RECIPIENTS OF TOTAL EMPLOYMENT INCOME FROM ONE OR MORE SOURCES IN 1973-74

Distribution of numbers of males, females and all recipients of total employment income from one or more sources in the U.K. in the 1973-74 tax year showing numbers in specified ranges; the numbers as percentages of the total in all ranges; and the percentage with incomes above the lower limit of each range.

Range of total employment income	Males			Females			All Recipients		
	Number	Percentage of total	Percentage above lower limit of range	Number	Percentage of total	Percentage above lower limit of range	Number	Percentage of total	Percentage above lower limit of range
Below £3,000	14,153,000	89.79%	100.0	8,886,160	99.35%	100.0	23,039,240	93.25%	100.0
£3,000 and under £4,000	1,046,000	6.34%	10.20%	37,460	0.4188	0.6484	1,083,460	4.38%	6.7466
£4,000 and under £5,000	270,470	1.71%	3.57%	11,030	0.1213	0.2296	281,500	1.13%	2.3612
£5,000 and under £6,000	119,440	0.75%	1.55%	3,970	0.0444	0.1063	123,410	0.49%	1.2218
£6,000 and under £8,000	98,770	0.62%	1.09%	3,970	0.0444	0.0619	102,740	0.4158	0.7223
£8,000 and under £10,000	34,000	0.21%	0.47%	930	0.0104	0.0175	34,930	0.1414	0.3065
£10,000 and under £12,000	17,220	0.10%	0.25%	360	0.0040	0.0071	17,580	0.07%	0.1651
£12,000 and under £15,000	11,160	0.07%	0.15%	100	0.0011	0.0031	11,160	0.0456	0.0939
£15,000 and under £20,000	7,620	0.04%	0.07%	100	0.0013	0.02%	7,780	0.0315	0.0483
£20,000 and over £30,000	4,000	0.02%	0.02%	28	0.0002	0.0002	4,028	0.0163	0.0168
£30,000 and over	140	0.00%	0.00%	—	—	—	140	0.0005	0.0005
Total	15,761,900	100.0	—	8,944,160	100.0	—	24,704,060	100.0	—

organisation the external labour markets given in evidence in ability had a significant contribution to make, the spread between market influences salary levels relation to higher incomes of those existing at some arbitrariness.

They regard the particular changes that have come about in small organisations where salary structures are less advanced in evidence to the and those upon the shop floor.

The Commission goes on to consider the evidence given by managers' role at the summit of organisations, incentives for efficiency and rewards that would fairly reflect responsibility for performance.

They centred on perceived needs for differentials to be set within an internally consistent salary structure and for reasonable relationships to be established in response to market forces or employers' views concerning fair treatment of employees by comparison with salaries being paid by other employers.

The vast majority of higher employment income earners are between 40 and 60 years of age. In large organisations the great majority of those earning higher employment incomes held university degrees or the equivalent. Other studies indicate that the proportion of those with similar qualifications in smaller concerns is lower. A substantial proportion of directors and chief executives of leading companies were educated at public schools.

The evidence given by employers was that in private industry promotion and recruitment to the higher posts in management were nowadays on the basis of performance and potential as assessed by the employer, certainly so in all the higher levels.

Salary structures are commonly based upon a systematic comparison of jobs one with another through job evaluation and surveys of pay for comparable jobs elsewhere are used to monitor the relationship of pay within an organisation to that in the external job market. The structure of an organisation and the pay differentials associated with it vary widely according to the purpose of the undertaking and can vary within undertakings with differing circumstances.

Some witnesses saw a need in the national interest to recognise and encourage what they saw as the crucial contribution of decision-makers within industry to national output and foreign exchange earnings.

Fairness

Those arguing to the Commission for less inequality in employment incomes than exists today in the interests of fairness claimed that this would lead to greater social and industrial acceptability and indirectly to improved industrial performance.

They expressed agreement towards arguments resting on the need for existing differentials and on market factors.

The Commission then reports on the social and economic and others in posts of responsibility.

Consensus

After noting evidence that some of the highest salaries have been curtailed in deference to social acceptability, the Commission feels that a broad consensus over pay relationships would be a desirable outcome with the policies in force for restricting employment incomes, and that the consensus should cover the remuneration of those receiving higher incomes from their employment.

Consideration should be given by those concerned to enabling the criteria for the determination of higher employment incomes to become more widely known and more available for discussion among those responsible.

The Commission accepts the view that the lower level of wages and salaries as a whole obtaining in the U.K. by comparison with some other countries is in the main a reflection of comparative national prosperity and that it is not in general possible to insulate one section of the community from the lack of comparable economic growth.

Royal Commission on the Distribution of Income and Wealth; Higher Incomes from Employment; Cmd. 6383, SO. 53.15.

Deutsch-Skandinavische Bank

—A New Bank in West Germany

The bank will be engaged in financing medium-term and long-term investments in West Germany and Scandinavia. It will also promote and finance trade between these areas.

Deutsch-Skandinavische Bank AG

has a paid-up share capital of DM 40,000,000. It is in equal parts owned by the Bayerische Landesbank Girozentrale and the Skandinaviska Enskilda Banken. Assets of the parent banks total US \$ 26,300 million.

The bank is based in Frankfurt, the banking center of West Germany.

Deutsch-Skandinavische Bank AG

Alte Rothofstrasse 8 · D-6000 Frankfurt am Main
Telephone: +49 611 20 471 · Telex: 4-13 413 deskfd
Telegrams: DEUSKABANK

INVESTORS CHRONICLE

See offer my name as a subscriber I enclose.
22.50 for one year.
12.00 for a six month trial subscription.
Please invoice for £22.50/£12.00 (delete as appropriate).
Mr. [Signature]
GLENFIELD PLACE
GLENFIELD
Leicester LE3 1JL
Postcode
Reg. Address: 50 Finsbury Sq., London EC2A 1PF
Reg. No. 903595

APPOINTMENTS

Director of Operations

EUROPE

A GROUP of autonomous European subsidiary companies, each with significant production facilities, forms part of a world-wide business manufacturing and marketing a high quality product for the energy, petrochemical and other process industries. Total turnover is around £30m.

- The task is to optimise, co-ordinate and develop the activities of these companies. Substantial investment is planned.
- The requirement is for success in profit accountable role managing an engineering based manufacturing enterprise. Experience, preferably backed by a degree, should include production engineering and planning and control associated with medium machine shops, assembly and test operations. Fluency in a continental language will be an asset.
- Age ideally under 45. Salary indicator £13,000

Write in complete confidence
to R. T. Addis as adviser to the group.

TYZACK & PARTNERS LTD
10 HALLAM STREET and LONDON W1N 6DJ
12 CHARLOTTE SQUARE EDINBURGH EH2 4DN

Personal Financial Advice

THE company has been established by Morgan Grenfell & Co. Limited, Willis, Faber & Dumas Limited and PA Management Consultants Limited to provide advice to major corporate clients on all aspects of remuneration and financial participation. The service includes personal financial advice. Business is expanding rapidly and the team is being strengthened.

- A SENIOR specialist is required to act as a principal in giving financial advice to individual directors and senior executives of client organisations at the highest levels.
- THE need is for a solicitor, barrister or chartered accountant with demonstrable ability to think constructively and speak with authority on personal taxation and financial problems.
- AGE 30-45. Salary freely negotiable with good ancillary benefits.

Write in complete confidence
to R.T. Addis as adviser to the company.

TYZACK & PARTNERS LTD
10 HALLAM STREET and LONDON W1N 6DJ
12 CHARLOTTE SQUARE EDINBURGH EH2 4DN

International Banking—Paris

A consortium bank based in Paris is seeking a Bank Officer for its international operations.

Candidates must be well acquainted with international financial affairs, including Euro-Credit procedures and negotiations. Ability to read in French is essential and a facility to speak and write in French would be advantageous.

A high salary will be paid and the amount offered will reflect professional proficiency.

Please write stating age, qualifications and experience to:
Box No. A5411, Financial Times, 10, Cannon Street, London, EC4P 4BY.

COMMUNITY EXECUTIVE WANTED
Charterhouse Appointments 01-332 2377

COMPANY NOTICES

Bank of Montreal

Established 1817

Dividend No. 469

Notice is hereby given that a Dividend of Twenty Four Cents per share on the paid up Capital Stock of this Institution has been declared for the current quarter, payable on and after Friday, the twenty seventh of February, 1976, to shareholders of record at the close of business on the Thirtieth of January, 1976.

By order of the Board

R. Muir

Vice President and Secretary

CITY OF OSLO

6%—1974/1992 UA £2,000,000 LOAN

We inform the bondholders that the second annual redemption of UA 400,000 due on April 1, 1976 has been effected by purchase on the market.

Amount outstanding: UA £1,200,000.

Luxembourg, January 30, 1976.
The Fiscal Agent
KREDITBANK
S.A. Luxembourg.

BOND DRAWINGS

IRELAND

7% Sterling/Deutsche Mark Bonds 1981

S. G. Warburg & Co. Ltd., announce that the redemption instalment of £582,000 due 1st March, 1976 has been met by purchase in the market to the nominal value of £234,100 and by a drawing of Bonds to the nominal value of £347,900.

The distinctive numbers of the Bonds, drawn in the presence of a Notary Public, are as follows:-

£500 Bonds drawn				
3043	3053	3054	3058 to 3064	3067
3077 to 3079	3081 to 3085	3087	3095	3101
3102	3118	3119	3122 to 3198	3192
3163 to 3170	3180 to 3190	3192	3210 to 3213	3278
3216	3224 to 3256	3267 to 3272	3294	3295
3227 to 3306	3311 to 3316	3320 to 3322	3336	3338 to 3340
3345 to 3401	3405 to 3409	3438 to 3442	3449 to 3503	3507 to 3527
3563	3563 to 3568	3568 to 3581	3568 to 3629	3640 to 3659
3668	3670 to 3681	3687 to 3691	3698 to 3701	3703 to 3705
3723 to 3743	3745	3781 to 3783	3789 to 3791	3795 to 3800
3802	3808 to 3817	3821 to 3824	3834 to 3843	3844 to 3859
3895 to 3891	3900 to 3906	3914 to 3941	3954 to 3994	3999 to 4002
4007	4010 to 4018	4021 to 4023	4025 to 4030	4054
4050	4078	4084 to 4088	4091 to 4093	4097
4100	4101	4105 to 4107	4112 to 4115	
4118	4135 to 4138	4149		

On 1st March, 1976, there will become due and payable upon each Bond drawn for redemption, the principal amount thereof, together with accrued interest to said date at the office of:

S. G. WARBURG & CO. LTD.,
30, Gresham Street, London, EC2P 2EE,

or with one of the other paying agents named on the Bonds.

Interest will cease to accrue on the Bonds called for redemption on and after 1st March, 1976. Bonds so presented for payment must have attached all coupons maturing subsequent to 1st March, 1976.

The following Bonds previously drawn for redemption have not yet been presented for repayment:-

Drawn 1st March, 1972

£100 Bond Nos:- 10796 10798 10799

Drawn 1st March, 1973

£500 Bonds Nos:- 09981 10188

Drawn 1st March, 1974

£100 Bonds Nos:- 11090 to 11093 11133 to 11137 11157 11278 11279 11860 to 11863

Drawn 1st March, 1974

£500 Bonds Nos:- 04197 04198

Drawn 1st March, 1975

£100 Bonds Nos:- 24535 to 24537

30, Gresham Street, London, EC2P 2EE

30th January, 1976

IRELAND

U.S.\$ 9% Bonds 1985

S. G. Warburg & Co. Ltd., announce that the redemption instalment of U.S. \$900,000 due 1st March, 1976 has been met by purchases in the market to the nominal value of U.S. \$748,000 and by a drawing of Bonds to the nominal value of U.S. \$152,000.

The distinctive numbers of the Bonds, drawn in the presence of a Notary Public, are as follows:-

22	98	184	260	361	438	514	606	685	767	859
952	1039	1147	1266	1395	1483	1581	1658	1736	1823	1922
2026	2182	2259	2358	2435	2512	2616	2692	2793	2851	
3145	3145	3344	3438	3519	3792	3874	3959	4046	4126	
4208	4208	4324	4424	4524	4624	4724	4824	4924	5024	
519	519	519	519	519	521	522	523	523	523	5009
6108	6189	6277	6289	6519	6767	6922	7002	7156	7262	7403
7564	7692	7778	7837	8034	8113	8189	8268	8342	8418	8508
8582	8658	8734	8811	8867	8964	9041	9192	9268	9345	
9423	9536	9649	9725	9800	9877	10134	10312	10580	10848	11058
11294	11451	11511	11571	11631	11731	11831	11945	12045	12145	12345
11747	11951	12027	12101	12129	12296	12327	12428	12565	12651	12764
12856	12932	13005	13095	13675	13781	13857	13933	14008	14084	14175
14251	14401	14475	14561	14637	14714	14790	14887	14944		

On 1st March, 1976, there will become due and payable upon each Bond drawn for redemption, the principal amount thereof, together with accrued interest to said date at the office of:

S. G. WARBURG & CO. LTD.,
30, Gresham Street, London, EC2P 2EE,

or with one of the other paying agents named on the Bonds.

Interest will cease to accrue on the Bonds called for redemption on and after 1st March, 1976. Bonds so presented for payment must have attached all coupons maturing subsequent to 1st March, 1976.

The following Bonds previously drawn for redemption have not yet been presented for payment:-

1st March, 1972

1063 5111 5550 6974 8290 14225 14585 14737

1st March, 1973

5223 5562 7805 14567 14890

1st March, 1974

9305 12082 12622 14223

30, Gresham Street, London, EC2P 2EE.

30th January, 1976

CASSA PER IL MEZZOGIORNO

6% Guaranteed Bonds 1985

S. G. Warburg & Co. Ltd., announce that the redemption instalment of U.S. \$1,200,000 due 1st March, 1976 has been met by purchases in the market to the nominal value of U.S. \$749,000 and by a drawing of Bonds to the nominal value of U.S. \$451,000.

The distinctive numbers of the Bonds, drawn in the presence of a Notary Public, are as follows:-

18160 to 18183	18188 to 18219	18221	18230 to 18235	18238 to 18295

<tbl_r cells="5" ix="4" maxcspan="1

THE FINANCIAL TIMES

(Established 1821)
Incorporating THE FINANCIAL NEWS
(Established 1854)

Head Office Editorial & Advertisement Office:
BRACKEN HOUSE, CANNON STREET, LONDON, EC4P 4BY.
Telephone Day & Night: 01-240 5000. Telex: 886341/2, 885897.

For Share Index and Business News Summary Ring: 01-246 2026

Birmingham Group House: 021-254 9725 Stockholders' Relations Division: 7, 105, 106, 107
Sheffield: 8 Finsbury Sq. 785322 Tel: 58 66 38
Edinburgh: 13 Queen St. 031-224 4128 New York: 75 Rockefeller Plaza, NY 10019
London Permanent House: The Old Exchange, Exchange St., EC3 021-224 4128
Business—212-495 3300
Manchester: Queens House, Queen St. 061-234 6183
Paris: 36 Rue de Sèvres 75008 Paris 01-53 25 071
House: Princesse: 11/184 Holborn, E.C. 1 01-53 25 071
No. 8, St. John's Gate, Clerkenwell, London N.1 01-53 25 071
Frankfurt: Frankfurt am Main, 061-234 6183 P.O. Box 2126
Tokyo: 6th Floor, Nihon Kotsu Shinjuku, Chiyoda-ku, Tokyo 102 01-53 25 071
Brussels: 39 Rue Destrée, 1000 Brussels 02-541 3334

FRIDAY, JANUARY 30, 1976

A necessary addendum

ONE MUST welcome the tax and higher education costs studied impartially with which the Royal Commission on the Distribution of Income and Wealth has carried out its latest assignment. One must also take proper note, however, of the fact that the statistical basis of the inquiry is weak and that the conclusions drawn in the main report are so generalised and agnostic as to be of minor practical value. Only the addendum signed by three members of the Commission deals with the main practical point at issue—the consequence of an absolute fall in real net salary incurred by a small number of decision-takers, especially in the field of industrial management, over the past two or three years.

So far as the income figure of £10,000 is concerned, it must be emphasised that the Commission was interested from the outset only in income from employment and later decided to exclude both the self-employed and the directors of close companies; its report, therefore, deals with only about 30 per cent. of the total number of taxpayers with incomes of that size. It is not known how many of this 30 per cent. enjoy other sources of income, the Inland Revenue statistics for different years are not easy to compare with one another, and the valuation of fringe benefits is admitted to be unsatisfactory. The main conclusion, that the real disposable income of those with gross employment incomes of £10,000 and more—representing just over 1 per cent. of all employment income after tax—has fallen during the past few years by amounts ranging from 17 to 25 per cent., is hardly novel.

Education

So far as expenditure is concerned, the report points out that salaries of this size are seldom attained before middle age and that the pattern of expenditure at this income level may make the RPI an inappropriate measure of inflation. It might have done well to point out specifically that employees in this salary range have to bear virtually the full cost of the higher education of their children—a situation which successive governments have agreed to be inequitable but have failed to remedy. In many cases, therefore, what appears to be a large differential in gross terms is extremely small after

carte blanche to go ahead.

Trying to prevent past mistakes

THE U.K. and to some extent the whole Western world are at the stage of the economic cycle where the worst mistakes have traditionally been made. It is a time when unemployment is high and still rising. Although there are signs that output has passed its low point and begun to turn upwards, there is bound to be a lag before this shows itself in the unemployment figures, however these are measured.

At this stage of the cycle, every past Government has panicked and injected large amount of demand into the economy. The stimulus has taken effect when the economy has already been moving sharply upwards; and the main effect has thus been not to relieve unemployment at the bottom of the recession, but to increase inflationary pressures in the next boom. The damage has been much more than mere cyclical mismanagement. Stop-go cycles have been no worse in the U.K. than elsewhere, as a recent NEDO study has shown. The worst effect has been to raise the inflation rate from one cycle to another and this has increased the unemployment cost of trying to prevent runaway inflation.

Full awareness

Mr. Denis Healey's speech in the unemployment debate yesterday showed full awareness of these lessons from previous experience. The Government of course, will have to be judged by its actions; and we are still in the middle act of the play. But the Chancellor's analysis was on the right lines. A demand stimulus now would not have a noticeable effect on output for at least six months and on unemployment for a good 12 months; and the great bulk of the effect would not come for a year and a half. It

Last year was one of outstanding success for the building society movement, with the inflow of funds seeing a big rise on 1974 and the level of loans to house buyers an even larger one. Increased pressure to reduce mortgage rates could well materialise as a result.

Michael Cassell explains why societies are likely to resist such calls for the time being



Over £5bn. of assets in their hands—Mr. Raymond Potter (right), chairman of the Building Societies Association, and Mr. Ralph Stow, his deputy, in London yesterday.

Savings in search of a home

WHEN Mr. Raymond Potter, chairman of the Building Societies Association (and of the largest building society in the world, the Halifax) yesterday spelt out details of his movement's achievements in the last year he must have reflected how much more difficult the task had been for his immediate predecessor.

Not for Mr. Potter the unhappy reflections about three increases in the mortgage rate in under a year, or awkward explanations about the acceptance of Government bridging finance to prevent

societies from pushing the cost of loans still higher. The picture he was able to paint was one of outstanding success during 1975, with every prospect of a repeat performance during the next 12 months.

Britain's building societies have for a year now been proving themselves the major, though not the only, beneficiaries of the apparently paradoxical phenomenon whereby personal savings have continued to increase as inflation rises. To-day, the overall volume of savings in the community has increased to over 13 per cent. of net disposable income compared with the norm of about 8 per cent. five or six years ago.

National Debt

The conclusions of the report, are that salary determination is not an exact science and that there should be more publicity given to the levelling effect of taxation and to the criteria by which higher salary levels are set. Also, to the point, that despite a long-term tendency for differentials to narrow, "we regard the particular changes that have come about in differentials in the last two years as owing to the exceptional circumstances of the time." The addendum does not contradict this conclusion but spells out its practical implications, that the problem of rewarding management adequately should be recognised as soon as these "exceptional circumstances" are out of the way and that "we consider that, unless this is done, the vital contribution which successful managers can make to the prosperity of industry and commerce and through this to a further rise in the general standard of living will be imperilled."

The Government must know, from its own experience of attempting to fill top managerial positions in the public sector, of the urgent need to begin restoring real differentials at the level of top management, and this report gives it

an opportunity to do so. The addendum also recognises that the movement's achievements in 1975 were not as good as they could have been because of the poor performance of 1973 and 1974. The flow of funds enabled them to step up lending levels well above the comparatively poor performances of 1973 and 1974, with £4.96bn. going out on loan to home buyers, a near-70 per cent. increase on the previous year.

Societies arranged no fewer than 651,000 mortgages during 1975, a 50 per cent. rise on the

year before and a figure which are just not there. The recent year just fell short of the record established in 1972. At the lending rate have served to illustrate the strength of the movement that a house has never been greater.

But while another good year

for Britain's house buyers looks

reasonably certain, if only be-

cause of the fat left over from

1973, the societies may well

find the management of their

affairs will present them with

a few more problems than arose

in the last 12 months. For it is

already abundantly clear that

the very strength of their posi-

tion in the first days of 1976 is

once more going to subject them

to the sort of scrutiny which

followed the hectic days of

1972. The basic question cer-

tain to be asked is whether, with

the movement showing itself to

be healthy and robust, the

benefits of such an admirable

position should not in some part

at least be passed on to

societies' members. With

societies well ahead in the fight

for people's savings, investors

cannot expect their position to

improve for the time being. But

attention is once again turning

to the position of the borrower.

The societies are already

putting forward a strong case

for their reluctance to do any

thing at all about interest rates,

at least for the time being.

They point out, first, that there

is no lack of demand for loans

at 11 per cent., and that any

reduction could stem the flow

of funds now coming their way.

Societies also emphasise that

they want to offer the investor

questionable room for further as

good a deal as possible, and

expansion and the strength of

claim that his interests are all

while existing investors

represent a better deal to

societies would obtain in

simply lending out on mortg

age, the position for new invest

is less happy.

While there are no rules ab

out how high a socie

lity should go, few inves

tors would feel that an in

crease over existing levels is

particularly desirable. The pa

rticipation, therefore, is that

movement's build-up of

liquidity as a useful devi

ce to surplus funds cannot

exploited much further.

Stock of homes

As for the other alterna-

tives are planning on pu-

ming many hundreds of mil-

lion into the market this ye-

which may well help pre-

dict a cut in the cost of home loans

societies would probably be

hard pressed to find any finan-

cial reasons why it should not

be done.

Determined not to be rushed

It may well be that such a

reduction will come within the

next few months, but the

societies are determined not to

be rushed into taking any

action which may later prove

to have been misguided.

Ironically, the societies' big-

gest problem could come if

funds do continue to pour in at

the rate experienced in recent

months. For the money they re-

ceive has either to be invested

or lent out on mortgage and

while the options within the

first alternative may now be

becoming progressively less

attractive, the second may pro-

vide only limited scope as an

outlet for the surplus of funds.

Much of the "excess" money

which societies have been taking

in but not lending out over the

last year has been diverted into

liquid investments. By the end

of 1975 they had, between them,

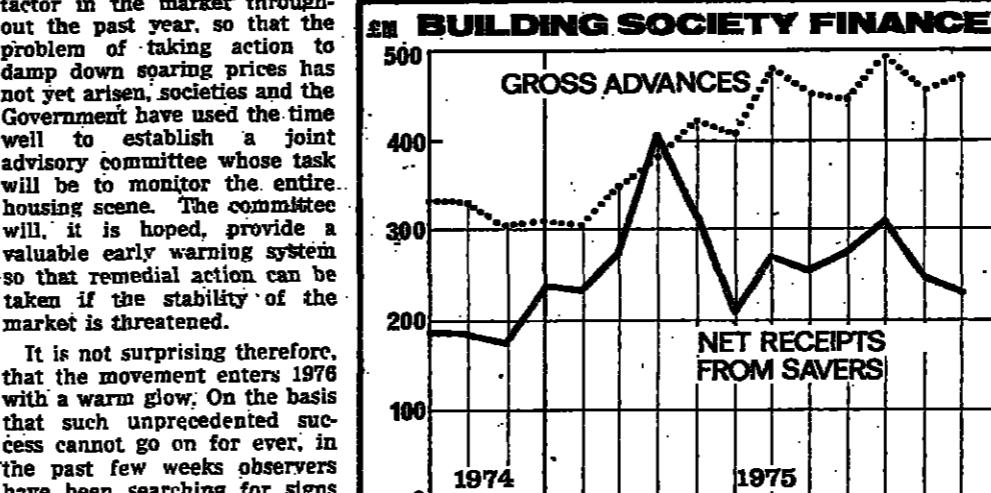
no less than £25m. in liquid re-

sources. Nonetheless only cat-

action by the movement w

ould stem the flood of criticism ab-

out the way in which societies co



I may have to soak the poor as well."

The waiting game on unemployment

test now which has burst at present. The Tribune Group political scene since the will not seriously affect bringing down the Government still figures last week will be repeated at intervals and with increasing noise throughout the year. The Queen now dominates the issue is what decision will have to be reached. Government policy is and drastic measures to reverse the trend.

The level of real noise far below the Channel axis-threshold is not at one can readily do a casual reading of newspapers. There are too people around with some vested interest in the that the Government is to cave in on the slightest pressure. The Conservatively naturally desires to its opponents as either political opportunists or pawns. The headline are on the lookout for bit of political control. And free market economists measurable confirmation politics (lamentably) to conform to the laws market place.

ith

truth is very different. Government is, as yet, in at all on this subject; more, it knows it is in and so does everyone the political world. This is just a question of Parlia arithmetic, though that's it happens, particularly g. Only a miscalculation opposition ambush of no popular perceptions of the significance can cause a significant defeat on this are very different from the conventional Tribune Group view

of the matter. The accompanying table, which shows the results of a survey commissioned for a London Weekend (Weekend World) television programme just before Christmas, is extraordinarily suggestive. It is now a little out of date and presumably the balance has shifted slightly as a result of this week's hullabaloo. But there is no reason to suppose that there has been any drastic change. A clear picture emerges whereby (a) unemployment is generally thought to be a "bad thing" which (b) the Government should be urged to do something about, although (c) it impinges upon the individual much less than inflation.

Fear

One sees here, very vividly portrayed, the distinction between a superficial, rhetorical response and a genuine fear of the kind which politicians ignore at their peril. The unemployment of the inter-war years is part of the collective folk-memory of the Labour movement, and, like all such memories, is capable under certain circumstances of having a very powerful effect; but it is not yet to be compared with the immediate force of high rates of inflation on family budgets right across the country.

The question of whether the average trade unionist perceives that there is a "trade-off" between unemployment and price rises is, of course, left open by the survey. A man might answer question four on the hypothetical basis without ever having heard of such an object as a "naïve" Phillips Curve (far less of its long-run, lesser evil as tolerable.

ATTITUDES TO INFLATION AND UNEMPLOYMENT

Sample: 500 trade union members

	Yes %	No %	Don't know %
1. Should the Government take further action against unemployment?	72	16	12
2. Would you like trade union leaders to adopt a tougher line in pressing the Government to take action against unemployment?	49	39	12
3. At the moment are you more worried about the level of unemployment or rising prices?	33	60	7
4. If the Government had to choose between policies designed to reduce unemployment or to curb rising prices, which do you think it should choose?	45	47	8

Fieldwork: December 18-19, 1975.

realise that speculation couched in this form is pointless.

What, after all, does "a turning point" in this context mean? Revolt in the House of Commons sufficiently serious to cause the downfall of the Government is unlikely to arise in the next few months at any probable level of unemployment. The Labour Party Conference, where the Left will make a tremendous demonstration in any case, is still nine months away. The Conservatives may pick up a by-election or two on the unemployment issue and that would have repercussions on the Government's legislative programme because it would lose its control of standing committees in the House of Commons, but I doubt whether Mr. Harold Wilson would regard it as a catastrophe. No. The serious point is obviously the effect of unemployment on the trade union movement and on its willingness to accept wage restraint. And confronted with this question, the crystal ball is absolutely opaque

credit at the club and the corner shop a very different political climate will arise. Perhaps going to stick to the flat rate is so—indeed it is very formula—which is, of course, likely—but no one has the foggiest idea from past experience expect, since that is their how quickly this build-up will occur during the coming months how intense it will become. Supplementary benefits do, after all, exist and the cushioning effect of social developments since the 1930s (particularly the pattern of women's and teenagers' work), has to be taken into account.

More generally, nobody knows what the psychology of union behaviour in the face of prolonged recession will turn out to be. The most experienced trade union leader is apt to throw up his hands in despair at present if one asks him whether higher unemployment will lead to more militancy or more docility overall. The conventional wisdom in the higher reaches of the TUC a year ago was that anything over 1m. unemployed would probably cause an explosion in wage demands on the basis of the myopic but plausible argument that if the Government would not reflate, the union movement would have to do it for them through the wage packet.

That things have not worked out like that is no doubt due in part to the persuasive power of ceaseless Government reiteration of the "don't-price-yourself-out-of-a-job" theme. But at some point on the rising unemployment curve some major trade union is going to break ranks with the cry "we've got unemployment anyway." But when will that point be reached? Then there is the question of the argument about what is to come after the 2m. limit except we believe.

Options open

In all these uncertainties, everyone concerned is at present playing a waiting game. Trade union leaders are keeping their options open—making admonitory noises while they wait to see how their rank and file react and in particular how a variety of key union conferences from Easter onwards turn out. The Conservative Party is also registering a ritual disapproval of unemployment but remains prepared to denounce any drastic attempt to alleviate it. The Government expresses horror, dismay and willingness to do its best, but until it has far stronger indications that it is running into a genuine hurricane, it will hold to its present course. What happens when it does run into trouble is of course an open question, but it is possible that no stupendous storm will break over it for some time yet. The country is in a sombre mood and it is not, in such moods, as hard to govern as some theorists

would have us believe.

Legion

It is hardly surprising that this should be so since the number of unanswered and virtually unanswered questions is legion. It is usually supposed, for instance, that one of the reasons for the comparative lack of real agitation about unemployment is the fact that in 1976 there is adequate unemployment relief whereas in 1936 there was not. The corollary of this is that when redundancy payments and entitlement to earnings related benefits run out and it becomes a matter of supplementary benefit and

Letters to the Editor

nimum price oil

Mr. P. Viggers, MP.

The correspondence in columns on a minimum or oil has so far over a point of substantial finance from the taxpayers' view.

ration and development North Sea have been taken principally by oilies which are financed private investment funds. are some substantialised institutions also in such as the National and British Gas Corp., but overwhelmingly amount of capital at that of the private in Oil companies and others have formed their own the future course of the industry and have made their accordingly.

1974 the British Government little to lose if the oil should fall. Indeed, in the oil price would be of benefit to our national trading position of payments.

has been changed by the policy of participation

has forced the U.K. into a position in keeping the price of

The policy of participation to oil per cent

of oil interests of some £2.5bn. The Government has therefore itself into the position taken when it could jacked the same amount it by way of taxation.

oil and gas were first in the North Sea. It might that this would a cheap energy source

it is the development of its £25m. loan?

No doubt the inhibition of the camera played a major part. A number of members were obviously dumb on the premise that it is bad enough making a fool of oneself in committee to broadcast it. The only member that came out with factual and reasoned information was Mr. L. Pugh. He at least had done his homework.

There were several obvious stages well within the time scale to have clearly evaluated the purchase issue. What it really boiled down to was whether the additional output was necessary and if so whether they should spend £50m. on a plant with a marginally higher Fe cost than black furnace production but situated in Scotland (with all that implied) and free, in a great extent, from the coal industry.

These were surely the basic points for decision.

James Bell,

21, Bracebridge Road,

Sutton Coldfield,

Warwickshire.

Commons. S.W.1.

Korf tract

C. F. van Straubenzee

Whether, as a TV viewer, to get a realistic idea of the Korf contract was, is no doubt, a matter of. For two hours however

Tuesday night, I was

insight into the work-

the planning and policy

meetings of British

parliament

ession in front of the

was "should BSC in-

ine or two Korf steel-

"I could only find

in favour of the Korf

and that was the tech-

advantage of Korf steel-

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

was a price advantage

to produce steel

method is in fact more

On the other hand, the

time was it suggested

COMPANY NEWS + COMMENT

British Sugar better than expected

AGAINST A forecast of around £6.5m, group pre-tax profit of British Sugar Corporation amounted to £7.65m for the year to September 30, 1979, compared with the £4.65m record for the previous year. Turnover increased from £140.66m, to £155.84m.

Stated earnings per £1 share fell from 82.75p to 38.5p. As foreshadowed the dividend is raised from 7.814p to 8.44p net with a final of 4.225p.

The lower profit is due to the adverse climatic and agricultural conditions in 1974-75 resulting in the lowest crop for 23 years and consequent reduced out-turn of sugar and other products.

The corporation's plans for expansion in 1981-82 include continuing and modernising its existing factories, envisaging an increase in sugar output capacity from 0.95m. to 1.25m. tonnes by 1980, in an average campaign of 120 days and to 1.35-1.40m. tonnes in an above-average crop year. This would enable the U.K. to be about 50 per cent self-sufficient in sugar.

The tax provision of £3.77m. is for deferred tax (£3.64m.). On the basis of existing legislation and in view of the proposed capital expenditure programme it is not anticipated that the level of the deferred tax reserve will be reduced in the foreseeable future so that there is no short-term cash requirement.

● comment

British Sugar's latest crop is about an eighth up on last year's 560,000 tons, but no real increase in earnings is looked for at this stage. At the same time, the group balance sheet has begun to show signs of stress. A year ago shareholders' funds totalled £404m.; but net borrowings have now leapt from £11.5m. to around £22m. with capital spending once again running way ahead of net cash flow and stock levels moving up very sharply. BS spent some £14m. on capital account last year, while net working capital is £22m. higher at £22m. with stocks rising to around £27m. Interest costs look to be one reason for the profits outlook this year. The shares are about 8% below their peak, and at 35p a yield of 3.8 per cent is covered 4½ times.

Statement, Page 23

Outlook at Syltone

Mr. J. A. Clegg, chairman of Syltone, says in his interim statement that although there is some indication of an upturn now, the company will be back to normal trading before the latter half of the calendar year 1980. As reported on January 28, pre-

INDEX TO COMPANY HIGHLIGHTS					
Company	Page	Col.	Company	Page	Col.
Allen (W. G.)	20	5	Midland Trust	27	3
Bargent	21	4	Moorgate Invest.	20	6
British Sugar	20	1	Nth. British Steel	23	4
Erockhouse (J.)	21	5	Plastic Constructions	20	2
Dixon (David)	21	4	Ranks Hovis	21	4
Gestetner	20	7	Reed & Mallik	20	8
Harveys of Bristol	27	6	Simons	27	4
Howard Machinery	20	3	Simsound Invest.	21	4
Inchcape	20	5	Scenhouse Holdings	21	1
Lovell (Y. J.)	20	4	Syltone	20	1
Manbre & Garton	21	3	Tollermache & Cobbold	27	3
Manson Finance	21	6	Venesta	20	5

1974-75 1973-74

Turnover 509.00 484.65

Trade profit 11.25 14.75

Def. interest 3.83 3.63

Profit before tax 14.34 14.34

Taxation 7.65 8.25

Net profit 6.50 6.25

Capital reserves 3.00 3.00

Dividends 8.44 7.91

Retained 1.12 1.82

Total 18.77 18.77

The tax provision of £3.77m. is for deferred tax (£3.64m.). On the basis of existing legislation and in view of the proposed capital expenditure programme it is not anticipated that the level of the deferred tax reserve will be reduced in the foreseeable future so that there is no short-term cash requirement.

Statement, Page 23

Plastic Construct. progress

GROUP TURNOVER for the year to September 30, 1979 of Plastic Construction increased from £4.8m. to £5.2m. and pre-tax profit improved from £97.05m. to £101.75m., after £178.06m. against £103.06m. for the first half.

Stated earnings per 10p share are shown at 62.4p, against 61.14p. A final dividend of 2.35p makes a net total of 3.8p compared with 2.6934p as forecast in the May placing.

In continuance of the expansion programme the new units at Stoke on Trent and Bristol will become fully operational next month. The group will then have trading units advantageously placed throughout the U.K. providing a firm base for future growth, says the chairman, Mr. H. Aron.

A report states that turnover for the first quarter of the current year exceeded that for the corresponding period last year, despite depressed industrial activity. The group has a sound structure and "with a more buoyant economic situation we shall be able to realise our full potential," he declares.

Statement, Page 23

1974-75 1973-74

Group turnover 511.816 450.674

Trade profit 80.753 370.589

Taxation 312.069 293.809

Net profit 15.754 14.141

Dividends 53.517 16.285

- Less: After waivers of £24.036 (after scrip dividend elections).

Despite the industrial recession, Plastic Constructions' profits gained a 3 per cent. gain—a reduction in the overall debt of £35.000m. to £30.000m. The debt reduction was achieved by means of an increase in the share capital

and the company's earnings per share were 10.8p up on 10.7p and the dividend was held at 1.08p net per 25p share on the increased capital for an unchanged 0.03p.

Statement, Page 23

1974-75 1973-74

Sales 54.246 53.179

Pre-tax profit 2.026 4.646

Extraord. debars 322 294

Minority 26 108

Attributable 73.5 73.54

Credits.

Howard Machinery has produced pre-tax profits of £2.35m. in the second half, following the traumas of removal and production difficulties in the first six months. Extraordinary 50 per cent. loss for the year, after a 40 per cent. rise in interest charges, it is a measure of the company's finances that after a 70 per cent. rights issue, borrowings amount to around 60 per cent. of shareholders' funds of £17m. or so, and the group's cash position is comparable with that of its competitors and, now that borrowings have apparently been reduced

Statement, Page 23

1974-75 1973-74

Sales 51.181 45.674

Trade profit 38.753 370.589

Taxation 312.069 293.809

Net profit 15.754 14.141

Dividends 53.517 16.285

- Less: After waivers of £24.036 (after scrip dividend elections).

Statement, Page 23

1974-75 1973-74

Sales 54.246 53.179

Pre-tax profit 2.026 4.646

Extraord. debars 322 294

Minority 26 108

Attributable 73.5 73.54

Credits.

Howard Machinery has produced pre-tax profits of £2.35m. in the second half, following the traumas of removal and production difficulties in the first six months. Extraordinary 50 per cent. loss for the year, after a 40 per cent. rise in interest charges, it is a measure of the company's finances that after a 70 per cent. rights issue, borrowings amount to around 60 per cent. of shareholders' funds of £17m. or so, and the group's cash position is comparable with that of its competitors and, now that borrowings have apparently been reduced

Statement, Page 23

1974-75 1973-74

Sales 51.181 45.674

Trade profit 38.753 370.589

Taxation 312.069 293.809

Net profit 15.754 14.141

Dividends 53.517 16.285

- Less: After waivers of £24.036 (after scrip dividend elections).

Statement, Page 23

1974-75 1973-74

Sales 54.246 53.179

Pre-tax profit 2.026 4.646

Extraord. debars 322 294

Minority 26 108

Attributable 73.5 73.54

Credits.

Howard Machinery has produced pre-tax profits of £2.35m. in the second half, following the traumas of removal and production difficulties in the first six months. Extraordinary 50 per cent. loss for the year, after a 40 per cent. rise in interest charges, it is a measure of the company's finances that after a 70 per cent. rights issue, borrowings amount to around 60 per cent. of shareholders' funds of £17m. or so, and the group's cash position is comparable with that of its competitors and, now that borrowings have apparently been reduced

Statement, Page 23

1974-75 1973-74

Sales 51.181 45.674

Trade profit 38.753 370.589

Taxation 312.069 293.809

Net profit 15.754 14.141

Dividends 53.517 16.285

- Less: After waivers of £24.036 (after scrip dividend elections).

Statement, Page 23

1974-75 1973-74

Sales 54.246 53.179

Pre-tax profit 2.026 4.646

Extraord. debars 322 294

Minority 26 108

Attributable 73.5 73.54

Credits.

Howard Machinery has produced pre-tax profits of £2.35m. in the second half, following the traumas of removal and production difficulties in the first six months. Extraordinary 50 per cent. loss for the year, after a 40 per cent. rise in interest charges, it is a measure of the company's finances that after a 70 per cent. rights issue, borrowings amount to around 60 per cent. of shareholders' funds of £17m. or so, and the group's cash position is comparable with that of its competitors and, now that borrowings have apparently been reduced

Statement, Page 23

1974-75 1973-74

Sales 51.181 45.674

Trade profit 38.753 370.589

Taxation 312.069 293.809

Net profit 15.754 14.141

Dividends 53.517 16.285

- Less: After waivers of £24.036 (after scrip dividend elections).

Statement, Page 23

1974-75 1973-74

Sales 54.246 53.179

Pre-tax profit 2.026 4.646

Extraord. debars 322 294

Minority 26 108

Attributable 73.5 73.54

INTERNATIONAL COMPANY NEWS + EURO MARKETS

Uranium worries mar Westinghouse gains

BY GUY DE JONQUIERES

A STRONG performance during the final quarter helped Westinghouse Electric to increase its operating earnings by 29 per cent, during 1975—its first full year of higher profits since 1972.

But the company also warned that it could suffer "severe" financial consequences if it were a \$13.4m. loss taken on discontinued operations. In 1974, net disputed contracts to supply uranium to American utilities, indicated meeting its contractual obligations could cost it as much as \$1.8m. over the next 20 years. The conflicting nature of Westinghouse's announcements caused a flurry of activity in its divisions, and that the biggest increases were scored by its uranium contracts appeared to overshadow enthusiasm about added that orders received during the improved earnings and an influx of orders delayed the levels, reflecting diminished opening of trading for almost an hour and a half. When trading eventually opened, Westinghouse was off \$1 at \$16.

Westinghouse's operating earn-

ings last year were \$178.6m. or \$2.04 per share, up from \$135.9m. or \$1.57 per share in 1974. This gain was achieved despite an increase of only about \$600,000 in sales to \$35.9bn.

Net income was reduced to \$165.2m., or \$1.39 per share by financial consequences if it were a \$13.4m. loss taken on discontinued operations. In 1974, net disputed contracts to supply uranium to American utilities, indicated meeting its contractual obligations could cost it as much as \$1.8m. over the next 20 years. The conflicting nature of Westinghouse's announcements caused a flurry of activity in its divisions, and that the biggest increases were scored by its uranium contracts appeared to overshadow enthusiasm about added that orders received during the improved earnings and an influx of orders delayed the levels, reflecting diminished opening of trading for almost an hour and a half. When trading eventually opened, Westinghouse was off \$1 at \$16.

Last autumn, Westinghouse announced that it believed itself to be legally excused from ful-

NEW YORK, Jan. 29.

lings contracts to supply uranium to 20 utilities because the sharp rise in the uranium price since the Arab oil embargo in 1973 made it commercially impracticable to meet its obligations.

Westinghouse is short of about 65 million pounds of uranium, due to be delivered over the next 20 years. According to Mr. Kirby, Westinghouse might have to pay as much as \$80 per pound over its \$8.50 contract price to obtain the uranium it needs.

Moreover, he said, the total amount of uranium it has to deliver could be increased by as much as 3.7m. pounds to meet contracts related to plutonium recycling.

A number of utilities have gone to court in an effort to have the terms of their contracts enforced. Mr. Kirby said that Westinghouse has been seeking an out-of-court settlement but added that it had had no success so far.

Sandvik bids for Disston

BY JAY PALMER

DISSTON, America's largest maker of hand saws and cordless tools, Disston's motives for entering the lawn care products, courting the take over are to-day announced that it would clear. As well as revealing the high expense ratios, but the subsequent decline in demand for its products including the novelty battery run grass trimmers, has affected the earnings trend.

In the final three months of the year, Disston said it made a profit of \$126,663, compared with a loss of \$26,813 (43 cents a share) in 1974. Over the year as a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

NEW YORK, Jan. 29.

which company initiated the flotation. Strong sales were originally capable of compensating for low profit margins and high expense ratios, but the subsequent decline in demand for its products including the novelty battery run grass trimmers, has affected the earnings trend. Wall Street is watching the market with some enthusiasm. Disston's shares have already risen \$41 to \$121. Despite the fact that the planned bid must still be approved by both the Swedish authorities and the U.S. Securities and Exchange Commission.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

Sandvik's proposed bid price offers Disston an exit price-exceeding multiple of 25; a premium rating it may not seen again in the near future.

Although it remains unclear what the pending offer follows a profit of \$85.813 (43 cents a share) in 1974. Some two years after its

lengthy discussions between the two concerns and it already has a whole, the company generated net profits of \$98.711, down from \$2.9m. earned a year earlier.

Sales over the year fell by 21 per cent.

MINING NEWS

N. Broken Hill's lean times

KENNETH MARSTON, MINING EDITOR

markets for lead and zinc when the 1975-76 accounts are settled in a total of \$7.8 million available in September. In the past two years' total net mining profits of the Rio Tinto-Zinc group's also North Broken Hill Bougainville copper-gold mine increased by 10 per cent. New Guinea produced 1.1 million tonnes of zinc in 1974. Allowing for minor fluctuations in ore last year compared with those names items, notably the same importation investment, the estimated net profit for the period comes out at £1.2 million (£2.76m.) compared with £1.4 million (£2.76m.) in the second half of 1974.

The important investment, the estimated net profit for the period comes out at £1.2 million (£2.76m.) compared with £1.4 million (£2.76m.) in the second half of 1974.

KIMBERLEY REEF INVESTIGATION

It is announced that consideration is being given to the feasibility of exploiting the Kimberley gold reef rights, to which are controlled by Johannesburg Consolidated in the area adjacent to the Durban Deep and South Deepsea gold mines.

The South African government has agreed to finance the investigation initially to the point where further announcement will be issued in due course. Both Durban and South Deepsea are veteran and marginal grade mines. The former has been examining the possibility of an extension to its existing mining lease.

What remains to be seen, however, is whether the undoubted neighbouring ore occurrences, which are believed to be at relatively shallow depth, can be worked at a profit in the absence of a major increase in the price of gold. Durban Deep shares fell 10p to 320p yesterday. Last year they soared to 240p before the collapse of the gold price boom.

During the first "discovery month" No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

No. 2083 is reported to intersected the lode horizon some traces of lead and more exciting are Nos. 2094

and 2095. The first three more have been

The Property Market

BY QUENTIN GURDHAM

After the West End dreams faded

Two substitutes for grand but unachievable development schemes in the West End of London were revealed yesterday. In keeping with the times, they cover only fractions of the sites which were once to be wholly rebuilt. Both leave the existing buildings alone, but modernised. One involves a net loss of office space. *Sic transit.*

The Grosvenor Estate and MPEC, who were due to redesign much of North Mayfair and Oxford Street, opened a public exhibition of plans for the 24-acre site south of Oxford Street between Duke Street and Davies Street. New construction would be limited to an already cleared space above and around London Transport's enlarged tube station, due to be completed in late 1978 or early 1979. The developers want to be ready to go once the station is finished.

So they will be putting in outline applications soon after the exhibition closes. They already have a speculative ODF, granted last year, for 58,000 square feet of offices, 20,000 square feet being replacement.

Designed by Chapman Taylor Partners, this "West One" scheme aims to create a new shopping quarter linking up a two year leases are not that low.

On one point to emerge was that no one believes anything will ever be redeveloped around Piccadilly. So the rents, even on

floors of Peabody Trust 19th-century flats in the adjoining streets. There is a garden along the way, and the plot is to be let to London Eating Houses, and restaurants Binney and Gilbert Streets, producing the same effect, a pleasant enough one, as has been achieved in South Molton Street.

The closing of the roads-making Duke Street a two-way street is the suggested alternative, as might be the removal of any car parking in the area. The chance content will, as usual, be a huddle, and the modernisation of the Peabody Trust buildings (some new flats to compensate for the shops mean there would be no net loss of residential space) depends on government grants through the Housing Corporation. MPEC put developer's costs at £20m.

Electricity Supply Nominees, with managers Richard Ellis, have perhaps the worst problem of all reluctant holders of the land on which the new Piccadilly Circus is to rise. The Trocadero site is the one which most strongly suggests that all the public now wants is sex (simulated or real), gambling and hamburgers.

A gentle start is being made with plans to modernise some properties on Wardour Street and Rupert Street, which is seen as the natural boundary between the Piccadilly tourist market and the Soho market.

On the construction side, the end of the end of the 15m.

Ellis is asking £135,000 for two square metre construction pro-

Paris lettings improve

Of the 857,000 square metres of completed office space in La Défense, 638,000 are now let, reports Annick Colybes from Paris. Attention is now focused on Weatherills efforts to let Le Manhattan for the Kuwaitis. 27 floors of 33,560 square feet in British measurements are being offered. Prices are as yet undefined. Prices are as yet undefined. "Prices are as yet undefined," that is, around Frs.550 per square metre before VAT, including telephone and tele lines but before service charges of around Frs.120 per square metre.

The most recently completed block is the Neptune, where La Compagnie Générale des Eaux and La Société Immobilière de la Tour Neptune have 40,700 square metres let at the 35,000 per square metre total, the aim being to sell half and rent half.

Floors are around Frs.450 per square metre with charges of Frs.150, and the sale price is around Frs.7,000.

At La Générale, soon operational, 40,000 square metres of the 63,000 total have been let, but there are still 29,000 square metres of the 100,000 square metre FIAT block empty. Two of the 37 floors of the Winterthur building, where Compagnie Générale Maritime has 13 floors, are also looking for tenants.

On the construction side, the end of the end of the 15m.

Ellis is asking £135,000 for two square metre construction pro-

only three more higher blocks to go, two of 60,000 square metres now being built. Most of the remaining development is low-rise (in La Défense terminology).

In the ten-storey block promoted by Mackenzie Hall, 3,000 square metres of the 13,000 have been let.

At the Vandamme Nord complex in Montparnasse, three-quarters of the Heron Corporation-Great Universal Stores 200,000 square foot block has now been let, over 100,000 square feet going to a French pension fund. Agents' Richard Ellis say negotiations are well advanced for the rest of the building and that the rents being obtained are Frs.725 per square metre before tax and charges.

Political hindsight

"The present occupant in the seat of power in this country is doing his best to make sure we end up with no democratic Government worth having."

Thus Lord George-Brown, who these days can be relied on to produce at least one barb against his old boss, quotable enough to launch any discussion such as the one surveys Barrington Laurence is now issuing in booklet form. Besides the former Secretary of State for Home Affairs, the partners milled over Sir Colin Buchanan, economist Roger Gope and another currently disowned politician, Peter Walker.

One partner, Michael Barrington, puts forward the theory that relocation equals more bureaucrats: ODF caused a lot of low-grade, low-cost offices in the regions, he says, the Government stepped in to take up the cheap space, used it inefficiently and then "took on more staff to fill up offices for which they had entered into obligations, particularly if subsequent rent reviews increased the running

costs." Lord George-Brown counters with an older theory: "Government departments of all kinds are taking on staff, not to fill offices, but to justify the Ministerial hierarchy right down to the last principal" (I presume he meant it spelled that way).

Peter Walker also takes up the question of civil servants' offices, claiming "incredible examples" of departments in property which could fetch £15 to £20 a square foot, and you easily put them in property at £2 a square foot for doing exactly the same job.

The Conservative Government



Demand for office space in Sheffield, particularly larger units, has held up well, the city having sold itself as a relocation centre and the most southerly qualifying for intermediate grants. This is Milton House, formerly called Charter House, developed by Bovis Properties (Northern) and now let to Freemans mail order (45,000 square feet) and the Department of the Environment (31,000 square feet). Clive Lewis and Partners, acting for Bovis, negotiated the funding of the scheme with Save and Prosper, represented by Healey and Baker.

These agents, together with Eaden, Lockwood and Riddle, were letting agents.

should, in 1970, have doubled the day they are announced. capital gains tax "where planning permissions were given." Treasury decision imposed on the Government departments of all kinds are taking on staff, not to fill offices, but to justify the Ministerial hierarchy right down to the last principal" (I presume he meant it spelled that way).

Peter Walker also takes up the question of civil servants' offices, claiming "incredible examples" of departments in property which could fetch £15 to £20 a square foot, and you easily put them in property at £2 a square foot for doing exactly the same job.

The Conservative Government

OUT AND ABOUT

• The All Up and On Woodwards presented a results than anticipated small and very searching party going and along the Strand offered coffee Sheepish Market for W.L. lots. The more shop, restaurant and regal buildings did not reach levels of approaching 1970, but have gone afterwards; the cafe, shop and residence parts went for £200,000, with the character of the deposit was paid in. Meanwhile, Property Assurance continues its a struggle with Westminster Council plans to refresh part of part of the plan bought in 1973.

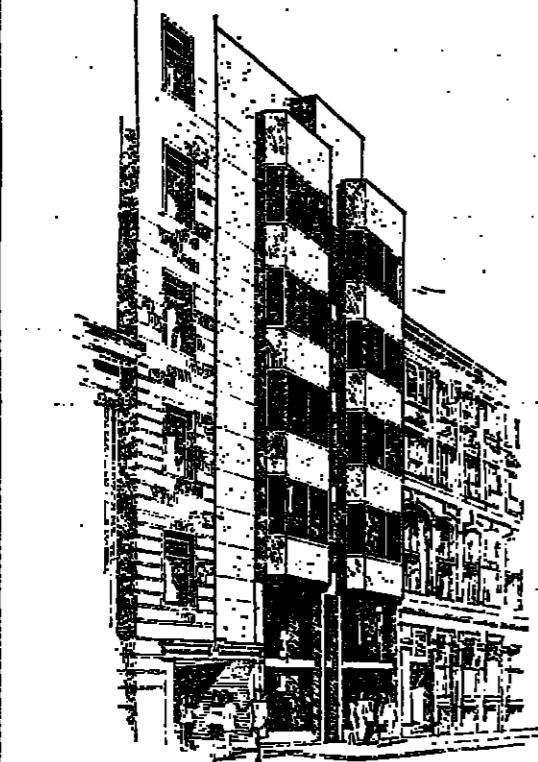
• Last week, writing in the *Evening Standard* on Victoria St, called the former Sir Silverstone, Lord Chairman of Lord Aspinwall of wood. Lord Chilcot, former Sir Tostion Bowes, has just made a statement before the Board of GIA Trust.

• How true varies as nothing much to it apparently, so that is irrelevant value load mind that principles tend sticky about allowing me Meade Lonsdale Group, a business unit, not part of the have paid £1.2 million for the price of £280,000 for a fi Northern. The unit has 60,000 sq. ft. with ten stores included in the The vendors, Leslie Park, were advised by the director of Baxters (Bun Meade Lonsdale were represented by Kinney and Green.

INDUSTRIAL AND BUSINESS PROPERTY

33, Throgmorton St. London E.C.2

Self contained office building to let.
11,300 sq. ft.
Adjacent Bank of England and Stock Exchange.



Joint Sole Letting Agents
Hillier Parker
May & Bowden
34/35 King St. London EC2V 8BA Tel: 01-606 3851
Richard Ellis
64 Cornhill London EC3V 3PS Tel: 01-283 3090

ACTON N.W.10

(Just off Western Avenue)

TO LET

108,000 sq. ft.
(approx.)

HEADQUARTER
WAREHOUSE
DEVELOPMENT

COLLIER & MADGE

68 Fleet Street, London EC4
Telephone 01-353 9161

BEDFORD MODERN FACTORY 52,500 sq. ft.

Site Area 9.25 Acres

6.5 Acres for Expansion

TO LET

Sale of Freehold Might be Considered

SOLE AGENTS:

WSP

Walker Son & Packman

A Partnership of Chartered Surveyors Established 1867

Blossoms Inn, 23 Lawrence Lane, London EC2V 8DD . 01-606 8111

Also at Bristol, East Grinstead, Edinburgh, Exeter, Truro & Overseas

FACTORIES & WAREHOUSES

ASHFORD, Kent
Prestige Warehouse
8,000 sq. ft.
IMMEDIATE OCCUPATION
TO LET

BORDON, Hants
New Warehouse Units
6,500-11,000 sq. ft.
TO LET
Ready for Occupation

DAGENHAM, Essex
New Warehouse to be erected
Approx. 5,000 sq. ft.
On well established estate
TO LET

LEICESTER
Warehouse/Showroom & Office Premises
27,600 sq. ft.
FOR SALE/TO LET
Joint Agents: Jarrold—Tel: Leicester 52111

LONDON, S.E.1
Single Storey Warehouse
4,900 sq. ft.
Close to Blackfriars Bridge
TO LET

LOSTOCK

Warehouse
12,500 sq. ft.
adjoining M1 Motorway
TO LET — IMMEDIATELY AVAILABLE

MORDEN, Surrey
Single Storey Factory Premises
11,200 sq. ft.
FREEHOLD FOR SALE

WEMBLEY, Middx
New Single Storey Warehouse
13,440 sq. ft.
TO LET

King & Co
Chartered Surveyors

1 Shore Hill,
London, EC1
01-235 3000
Telex 885485
Manchester
Leeds
Brussels



A fine self-contained office building with 4,500 sq. ft. let.

Recent interior behind panelled facade. Lift, Central Heating, Carpeted, Air Conditioned, Boardroom.

Strutt & Parker

11 Hill Street, London W1X 8DL
01-629 7925

DONLDSONS

70 Jermyn Street, London SW1Y 6PE
01-930 1080

Property, Pictures since 1899

FACTORIES AND WAREHOUSES

CHADWELL HEATH, Essex
Modern single storey factory/warehouse approx. 52,000 sq. ft. To let.

SOUTHEND-ON-SEA, Essex
Excellent industrial H.Q. building approx. 64,203 sq. ft. To let or long lease for sale

EAST LONDON
Modern and new factory/warehouse units from approx. 11,800/45,500 sq. ft. To let or for sale freehold.

KINGS CROSS N.7.
Modern single storey warehouse with 1st floor offices approx. 7,500 sq. ft. To let.

Bainston & Sons
Alderman House, Alderman's Walk, Bishopsgate, London EC2M 3BD Telephone 01-629 3811

Chestertons Suburban & Home Counties Offices

Aylesbury
62,000 Sq.Ft. Modern Offices
£3 p.s.f.

Brentwood
9,158 Sq.Ft. Modern Offices
£3.50 p.s.f.

Brentford
6,350 Sq.Ft.
Freehold For Sale with River Frontage

Richmond
5,235 Sq.Ft. To Let
Air-Conditioned Offices with good car parking

Chestertons
Chartered Surveyors
100 High Street, Chelmsford, Essex CM1 1AB
Telephone 01-255 3055 Telex 851275

Mayfair W.1.
Headquarters Office Building To Let.
Approx. 15,300 sq. ft.
Fine Period Building. Many Amenities.

Goddard & Smith
22 King Street, St. James's,
London SW1Y 6QZ 01-930 7321

AVONMOUTH DOCKS, BRISTOL TWO OIL STORAGE DEPOTS

Suitable for storage of oils, chemicals and other bulk liquids.

9.1 acres
(Capacity approx. 69,000 product tons)

5.7 acres
(Capacity approx. 18,500 product tons)

For sale individually or together
Write Box T.4251, Financial Times, 10, Cannon Street, EC4P 4BY.

WEST MIDLANDS COUNTY COUNCIL SUPERANNUATION FUND

**Further prime commercial property investments - shops, offices and industrial - required
LOTS OF UP TO £2,500,000**

AGENTS RETAINED

Full details to Fund Consultants



ASSOCIATED OFFICES PARIS BRUSSELS AMSTERDAM & JERSEY

**SUPERBLY RESTORED
OFFICE BUILDING
SOHO SQUARE
LONDON W.1
6,822 sq. ft.
Air Conditioned - Fully Carpeted
Lift & P.B.X.**

ALLSOP & CO
Real Estate21 Soho Square
London W1V 6AX
01-437 6977

Tucker, Marks & Company

11-12 HANOVER STREET
LONDON W1R OHP
01-499 5255

RICHMOND Excellent Office Building To Let

approx 7,800 sq. ft.
(will divide)Opposite Station
Immediate Occupation
apply sole agents

PEPPER ANGLISS & YARWOOD

Chartered Surveyors

6 Carlos Place, London W1Y 5LL Telephone 01-499 6066

LLOYDS AVENUE E.C.3

New & Modernised

OFFICES TO LET

250 sq. ft. - 5000 sq. ft. Suites

DANIEL WATNEY

EILOART INMAN AND NUNN

THE CHARTERHOUSE, EC1M 6AP
01-253 4414 Ref. RS

Self-Contained Office Building

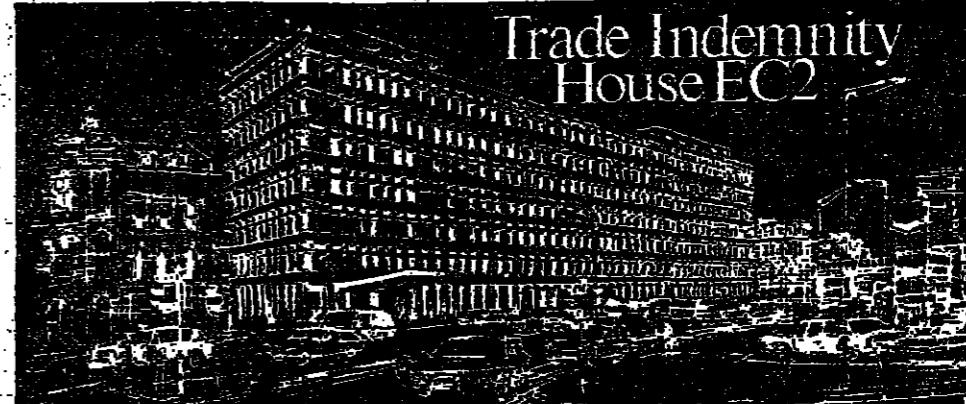
with ground floor retail

TO LET
52/4 Artillery Lane E1
• 4,100 sq. ft. = Carpeted throughout
• Gas central heating
• Rent: £20,000 p. a.

**Portman
Estates**

18 Hanover Square, London W1A 1DU

01-409 3100



**Air-Conditioned Offices
4000 - 17,195 Sq. Ft. To Let**
at £6.70 per Sq. Ft.

Chestertons

Chartered Surveyors

9 Wood Street, Cheapside, EC2V 7AR 17 St. Helen's Place, London EC3A 6ED
01-606 3955 01-638 4591**SMITH MELZACK**

Chartered Surveyors

17 St. Helen's Place, London EC3A 6ED

01-638 4591

ANDOVER**PRESTIGE OFFICE
DEVELOPMENT**

To be built in a prominent position in this rapidly expanding town.

10 - 100,000 sq. ft.Possibility of extra space,
ODP, and Outline Planning
Consent already obtained.**PEARSONS**Commercial Office
22 LONDON STREET,
BASINGSTOKE 62222.**LEASE FOR SALE****AVONMOUTH
BRISTOL**16,000 SQ. FT. WAREHOUSE
MODERN BUILDING

Rent £7,950 p.a. excl. (50p sq. ft.)
Lease until 1984.
PREMIUM £6,000

Applies
OSMOND, TRICKS & SON
Chartered Surveyors,
7 and 8 Queen Square,
Bristol BS1 4G
Tel. No.: (0272) 283171

**LIVERPOOL
IMPORTANT SUITE**

With consent for 49,000 sq. ft.
Enquiries invited from companies
rent this accommodation at realistic price.

Agents:
JAMES LEWIS & CO.
01-242 8737/9641

MANCHESTER**LONGSIGHT**

2 Miles from City Centre

FOR SALE**FACTORY PREMISES****73,000 SQUARE FEET****SITE AREA: 24 ACRES APPROX.**

GOOD PARKING, CANTEEN AND SOCIAL CLUB FACILITIES

Joint Agents:

S. J. SMITH
Chartered Surveyors,
132, Long Acre,
London, WC2R 3AH
(01-836 3444)W. H. ROBINSON & CO.,
Chartered Surveyors,
75, Mosley Street,
Manchester, M2 3LP
(061-228 6411)**RAFFETY**

NATIONWIDE COMMERCIAL INDUSTRIAL

BOURNE END-NR. MAIDENHEAD**TO BE LET****PRESTIGE OFFICES**

5,249 sq. ft. with LABORATORY

5,184 sq. ft. Could be divided.

LOFTY FACTORY with gantry

Ground Floor 13,500 sq. ft. Mezzanine Floor 3,300 sq. ft.

Could be divided.

Applies: Commercial Dept.

30 High Street, High Wycombe, Buckinghamshire, 0494 21254

24 Great Pulteney Street, London W1

**MODERN FREEHOLD PREMISES
FOR SALE****WEST MIDLANDS**

- Built to a high specification
- Fully heated
- Sprinkler system
- Car parking
- Net area 28,000 sq. ft.
- Easy access to Motorways
- Immediate vacant possession

For further details apply

ERNEST L. FLETCHERESTATE HOUSE CRADLEY HEATH
WATERLEY, WEST MIDLANDS B64 5HY
CRADLEY HEATH ISD 271 66470**Cluttons****KENT
BUILDING LAND**

0.3 Acres	£12,500
0.5 Acres	£12,000
Participation arrangements/mortgages considered	

APPLY: 17 New Dover Road, Canterbury. Tel: 51155

FOR SALE FREEHOLD**PORTSMOUTH****MODERN TWO-STORY****FACTORY 38,000 SQ. FT.****A.J. HINES & CO.**25, Grosvenor St.,
London, W1.
01-493 384118 High Street, Fareham.
(032 92) 85041**CROYDON**6,400 SQ. FT.
SUPERB MODERN OFFICE SPACE

6th FLOOR LEASE TO 1982

£3,600 per annum exclusive

SHELL & COMPANY
17, Northgate, Croydon, CR9 1SH
Telephone: 01-266 6181

WEST MIDLANDS COUNTY COUNCIL SUPERANNUATION FUND

A RECENT PURCHASE

**Further prime commercial property investments - shops, offices and industrial - required
LOTS OF UP TO £2,500,000**

AGENTS RETAINED

Full details to Fund Consultants

ASSOCIATED OFFICES PARIS BRUSSELS AMSTERDAM & JERSEY

**11,500sq ft
modern office building**

To be let

- * Air Conditioning
- * Passenger Lift
- * Double Glazing
- * Tinted Windows
- * Fully Carpeted

Richard Ellis
Chartered Surveyors
610 Brudenell Street,
London SW3 5DU
Telephone: 01-499 7151

Ford Woods
and partners
18 Davies Street, Berkeley Square,
London W1Y 2PT.
Telephone: 01-629 9976

PROPERTY APPOINTMENTS

Valuation Surveyor

Schroder Properties Limited,
a subsidiary of Schroders Limited

wishes to appoint an experienced qualified Chartered Surveyor (General Practice Division) to assist with the valuation, purchase and management of a growing portfolio of properties. The successful applicant will also be involved in a wide range of professional work on behalf of the Schroder Group and its clients.

Candidates should be between 25-30 years and have a good working knowledge of main towns throughout the United Kingdom.

Salary will depend on age and experience but will be in the range of £1,250-£1,500 p.a.

Applications in writing with full curriculum vitae, should be made in the first instance to:-

L. M. Browning,
Assistant Director Administration.
J. Henry Schroder Wag & Co. Limited.
120, Cheapside, London, EC2V 6DS.

**WEST LONDON
Air-conditioned
Office Suites
TO LET
in New Development
1500-5100 sq. ft.
immediate occupation**

Sole Agents

DE & LEVY
Property Consultants

Estate House,
130 Jermyn Street,
London SW1Y 4UL
01-930 1070

**FOR SALE OR TO LET
MODERN INDUSTRIAL PREMISES
WATFORD
22,000 sq. ft. approx.**

★ ADDITIONAL OPEN LAND
★ GOOD OFFICE FACILITIES
★ INDUSTRIAL SPACE—ALL SINGLE STOREY

Grimley & son CHARTERED SURVEYORS
60/61 Trafalgar Square, London WC2N 5DS
01-639 6951
Also at Birmingham and Brussels

CINZANO (U.K.) LTD.
Urgently require an existing
80,000 Sq. Ft. to 100,000 Sq. Ft.
DOCKSIDE BOTTLING PLANT/WAREHOUSE
LONDON/SOUTHERN ENGLAND/IRISH REPUBLIC
VACANT SITES WITH PLANNING CONSIDERED.
Details in confidence to Surveyors. Ref. B.V.A.

MELLERSH & HARDING
43 ST. JAMES'S PLACE
LONDON SW1A 1PA
01-493 6141 Telex: 24310
Chartered Surveyors

**For Sale—Freehold
COWES, Isle of Wight**

New, single storey, fully equipped factory

28,000 sq. ft. on 8 acre site

CREASEY & JEFFERY
103 High St., Newport-on-Tay, Fife KY1 5PL
Edward Rushton & Son, Kenyon
2 Duncan Terrace, City Road, London N1 8BZ
Tel: 01-278 5951 also at Manchester and Overseas.

**EXCELLENT OFFICES
19,223 sq. ft.
LEASE FOR SALE
TOTTENHAM COURT ROAD AREA**

Modern air conditioned offices on 3 floors
Prestige entrance hall. Car Parking.
Conveniently situated for City and West End

W. BERRY TEMPLETON LTD.
PROPERTY CONSULTANTS
47, Great Russell Street, LONDON, WC1B 3PA
Telephone: 01-637 4577

**BUTLER HOUSE
Tottenham Court Road**

5,500 sq. ft. of Air-Conditioned
Offices To Let

Additional ground floor and basement
showrooms. Minimal external maintenance and
low running costs.

* Fitted carpets * Suspended acoustic ceilings
* Immediate occupation * Recessed light fittings
Phone Douglas Smith at Styles & Whitlock
01-493 0211

**MODERN FREEHOLD PREMISES
FOR SALE
WEST MIDLANDS**

- Built to a high specification
- Fully heated
- Sprinkler system
- Car parking
- Net area 28,000 sq. ft.
- Easy access to Motorways
- Immediate vacant possession

For further details apply

ERNEST L. FLETCHER

ESTATE HOUSE CRADLEY HEATH
WATERLEY, WEST MIDLANDS B64 5HY
CRADLEY HEATH ISD 271 66470

Cluttons

**KENT
BUILDING LAND**

0.3 Acres	£12,500
0.5 Acres	£12,000
Participation arrangements/mortgages considered	

APPLY: 17 New Dover Road, Canterbury. Tel: 51155

**FOR SALE FREEHOLD
PORTSMOUTH**

**MODERN TWO-STORY
FACTORY 38,000 SQ. FT.**

A.J. HINES & CO.

25, Grosvenor St.,
London, W1

PS AND OFFICES

BARNET

(opp. Underground)

TO LET

PRESTIGE

C OFFICES

4,000 FT.

100,000 FT.

MICHAEL ERMAN

CO 349921

OLD STREET E.C.I.

TO LET

EXCELLENT LIGHT

INDUSTRIAL/OFFICE

BUILDING

8,000/26,000 SQ. FT.

Self Storage

Henry & Partners

29 St George St London W1A 3BG

01-529 9221

1,500 SQ. FT.

CENTRAL OFFICES

BRISTOL

22350 p.s. excl.

STANLEY ALDER & PRICE

7 St Stephen's St, Bristol, Tel 285151

COMPANY NEWS

Tollemache aiming for higher market share

IN HIS annual statement, the chairman of Ipswich-based Tollemache and Cobbold Breweries, Mr. E. L. Butler, tells members that the major tasks of re-organisation are completed, and this should allow efforts to be devoted to developing the company's market share and profitability.

Reliant as the company is on national and local economic situations and the weather to achieve volume targets, it is difficult to attempt forecasts, says Mr. Butler. "It is certain that we shall have to use all our skills and energies to maintain and improve our current position," he adds.

As reported on January 14, pre-tax profits increased by 37.6 per cent to £586,178 in the year to September 30, 1975, and the dividend is £1.35p (15p) net per 30p share. Despite the recent significant price increases, the profit decline shown at mid-way, was the chairman. Additionally, the effects of rationalisation are now showing through in terms of profit though the benefits thus obtained have been diluted by continued inflation.

A statement of earnings and application of funds shows an increase in net liquid funds of £198,143 (decrease £198,717). This reflects the sales of the Oxford estates and the Walthamstow Brewery site which, together with certain other properties have realised £380,000 net, applied in the main to the completion of the brewery modernisation and replacement programme.

Borrowings have been reduced and liquidity improved by reducing stocks to the lowest level necessary to service customers, maintaining a tight control over trade debtors, and by the decision to give tax relief on inflationary costs inherent in stocks.

In a profit and loss statement of properties at June 1974 showed all properties at about 5 per cent above balance sheet levels. The interests in properties were valued on an existing use basis at the current open market value. In the light of the sensitive state of the property market the directors have decided not to incorporate the new valuation in the accounts. Meeting, Ipswich, on February 27, at 10.30 a.m.

Chairman's statement Page 10

from £1.07p to 1.105p net per 25p to £1.03p, a reduced loss of share. Last year's total was £39,248, against £54,323, was £2,690p paid from net profit after incurred in the year to June 30, 1975. Preference dividends cost £140,066.

The net asset value per share £7.875 (same).

from £8.5p (35p).

The Middlesbrough freehold and short leasehold property has been sold at a profit of £52,987 less a transfer of £13,500, to deferred tax, and the company there will move into the new market when it is ready in the spring.

Fruit and vegetable brokers, Simons and Co., is in profit for the current year to date, and the chairman, Mr. J. E. C. Simons, is hopeful that it will not be too long before the company is again in the dividend list.

On a turnover up from £9,42m, 20, noon.

1974-75 1973-74

Turnover 46,230 32,984

Interest payable 1,710 1,241

Share, associates 65 71

Pre-tax profit 5,775 12,425

Taxation 2,775 4,557

Net profit 2,763 4,075

Revaluation surplus* 127 150

Dividend 9,222 2,690

* Disposal property.

Harveys of Bristol setback

Harveys of Bristol, a subsidiary of Allied Breweries, reports a sharp contraction in pre-tax profit from £10.54m. to £5.72m. for the year to September 27, 1975, on a turnover up from £38.85m. to £46.21m.

A second interim dividend of £200,000, makes a total of £2,352,000 (£2,650,000).

The investigation is likely to be protracted and a further announcement will be made in due course.

JOHANNESBURG CONSOLIDATED INVESTMENT COMPANY, LIMITED

DURBAN ROODEPOORT DEEP LIMITED

SOUTH ROODEPOORT MAIN REEF AREAS LIMITED

(Each incorporated in the Republic of South Africa.)

The Boards of the above companies announce that consideration is being given to the feasibility of exploiting the Kimberley reef, the rights to which are controlled by Johannesburg Consolidated Investment Company, Limited, in the area adjacent to the Durban Roodepoort Deep and South Roodepoort Mines.

The investigation is likely to be protracted and a further announcement will be made in due course.

JOHANNESBURG

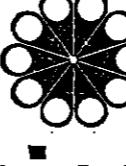
29th January, 1976.



This advertisement appears as a matter of record only.



Ekofisk Transportation System



Norpipeline A/S

Stavanger/Norway

owned 50/50 by:

Den norske stats oljeselskap a.s (Statoil)

and

The Phillips Group

consisting of:

Phillips Petroleum Company Norway
American Petroleum Exploration Company of Norway
Norsk Asp A/S Norsk Hydro A/S
Elf Norge A/S Total Marine Norsk A/S
Aquitaine Norge A/S Eurofrep Norge A/S
Coparex Norge A/S Cofrancord A/S

DM 100,000,000.—

8½% Deutsche Mark Bonds of 1976/1984

secured by assignment of Norpipe A/S's rights under a Throughput Agreement with the members of the Phillips Group and their Parent Companies

Offering price: 100%
Interest: 8½% p.a., payable on February 1 of each year
Redemption: in 5 annual instalments on February 1 of the years 1980 through 1984
Listing: Frankfurt (Main)

Deutsche Bank

Aktiengesellschaft

Commerzbank

Aktiengesellschaft

Dresdner Bank

Aktiengesellschaft

Westdeutsche Landesbank

Girozentrale

Alash Bank of Kuwait (K.S.C.)

Amsterdam-Rotterdam Bank N.V.

Banca Commerciale Italiana

Bank of America International

Banque Francaise du Commerce Extérieur

Banque Internationale à Luxembourg S.A.

Banque Populaire Suisse S.A. Luxembourg

Baring Brothers & Co. Limited

Bayerische Vereinsbank

Berliner Bank Aktiengesellschaft

Compagnie Financière Internationale S.p.A.

Credit Lyonnais

Credito Italiano

Den norske Creditbank

Effectenbank-Warburg Aktiengesellschaft

First Boston (Europe) Limited

Goldschmidt & Co. International Corp.

Hill Samuel & Co. Limited

Kleinwort, Benson Limited

Kuwait Foreign Trading Contracting & Investment Co. (S.A.K.)

Lazard Brothers & Co. Limited

Merrill Lynch International & Co.

Morgan Grenfell & Co. Limited

Sal Oppenheim Jr. & Cie.

Post- och Kreditbanken, PKbanken

Salomon Brothers

Skandinaviska Enskilda Banken

Société Générale

Swiss Bank Corporation (Overseas) Limited

M. M. Warburg-Brinckmann, Wirtz & Co.

Algemene Bank Nederland N.V.

Andreasen Bank A/S

Banca Nazionale del Lavoro

Bank für Gemeinschaftswirtschaft

Banque Générale du Luxembourg S.A.

Banque Nationale de Paris

Banque Rothschild

Bayerische Hypotheken- und Wechsel-Bank

Joh. Berenberg, Gossler & Co.

Berliner Handels- und Frankfurter Bank

Credit Commercial de France

Credit Suisse White Weld Limited

Den Danske Landmandsbank

DG Bank Deutsche Girozentrale

European Banking Company Limited

Robert Fleming & Co. Limited

Greenshields Incorporated

Kidder, Peabody International Limited

Kreditbank N.V.

Kuwait International Investment Co. s.a.k.

Lazard Frères et Cie

Merrill Lynch International & Co.

Morgan Grenfell & Co. Limited

Sal Oppenheim Jr. & Cie.

Post- och Kreditbanken, PKbanken

Salomon Brothers

Skandinaviska Enskilda Banken

Société Générale de Banque S.A.

Union Bank of Switzerland (Securities) Limited

S. G. Warburg & Co. Ltd.

A. E. Ames & Co. Limited

Julius Baer International Limited

Banco di Roma

Banque Bruxelles Lambert S.A.

Banque de l'Indochine et de la Suez

Banque de Paris et des Pays-Bas

Banque de l'Union Européenne

Bayerische Landesbank Girozentrale

Bergen Bank

Christiania Bank og Kreditkasse

Crédit Industriel et Commercial

Creditanstalt-Bankverein

Delbrück &

WALL STREET + OVERSEAS MARKETS

+ FOREIGN EXCHANGES

Rally returns in strength: up 17.40

BY OUR WALL STREET CORRESPONDENT

THE RALLY returned in strength on Wall Street today, powered generally attributed to a general lack of funds.

The Dow Jones Industrial Average shot ahead 17.40 to 965.75 and the NYSE All Common Index moved up 84 cents to \$33.12, the exception of Banks and steady.

While gains outpaced losses by a margin three-to-one majority Trading volume expanded 2.43m. shares to 29.8m.

Analysts said the market continued to soar on solid indications over several weeks that the economy is recovering from the recession slowly but certainly and inflation is coming under control of a 2.84 per cent rise in the December Index of Leading Economic Indicators also was viewed as bullish.

Retail Chains, Motors, Steels, Airlines and Chemicals were among the biggest favourites, showing a steady flow of generally favourable corporate earnings statements.

Sears, Roebuck climbed \$2 to 671 and J. C. Penney tacked on \$1 to \$32.1 — each reported higher January sales.

Getty Oil jumped another \$3 to \$189 — Getty Unis reported a substantial increase in uranium ore reserves in an Australian mine.

Sun Oil added \$1 to \$301 on a quarterly dividend of 3¢; 123 cents a share.

U.S. Steel rose \$2 to \$32.6 and Bethlehem Steel \$2 to \$40. Both Chem reported lower fourth quarter profits but expressed optimism about 1976.

Telavive gained \$2 to \$33 on a profit in the fourth quarter, compared with a loss in the year ago period.

KLM Royal Dutch Airlines moved up \$13 to \$34, following a smaller loss in the third quarter than in the year ago period. Northwest Airlines climbed \$1 to \$22.

Du Pont advanced \$5 to \$180. IBM \$5 to \$256; Eastman Kodak \$5 to \$131; and Polaroid \$3 to \$35.

Pearlrich Camera dropped \$2 to \$46 on sharply lower profits.

The American SE Market Value Index rose 0.96 to \$36.62, while advances led declines by 491 to 212.

Newberry Energy put on \$1 to \$81 on two oil finds in Frio County, Texas.

OTHER MARKETS

Canada moves up

All sectors moved up in increased trading on Canadian Stock Markets yesterday.

The Industrial Index gained 1.56 to 1854.8; Golds 3.35 to 239.66; Base Metals 0.50 to 30.44; Western Oils 0.89 to 209.35; Utilities 1.56 to 136.38; Banks 4.14 to 243.67; and Papers 1.69 to 113.89.

Bell Canada put on \$1 to \$454 in the wake of higher taxes.

Air Canada put on \$1 to \$274 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$19.44 in the wake of higher taxes.

Montreal put on \$1 to \$

GOLD

FARMING AND RAW MATERIALS

Cut in U.K. sugar beet estimate

Our Commodities Staff
TAINS SUGAR-beet crop totalled only 690,000 tons in the 1975/76 season due to plantings of a record 488,000, the British Sugar Corporation announced yesterday. It is 70,000 tons less than BSC's previous estimate of 700 made in early September; it is only 71,000 more than 689,000 of the previous year, which was the smallest crop for years. In contrast, a record of 800 tons was produced in the 1974/75 season.

However, as the BSC announced earlier this week, it has

set its target acreage of 1,000 acres for next season hopes to harvest enough to make over 1m. tons of

sugar beet farmers drove

t 100 tractors to the gates

of the British Sugar Cor-

poration, in a protest

at low prices, police sources Reuter.

A grower accused the

firm of not fulfilling a

re that they would get a

sum of B.Fr. 1,350 a

tonne in the current year;

they are receiving only

1,200 from the refineries,

like blocked the entrance of

refinery and the demons-

ters retired to the market

without incident.

Australia sells heat to China and India

MELBOURNE Jan. 29 AUSTRALIAN Wheat Board to-day said it had sold 1.5m. tons of wheat to China and in deals worth \$415m.

and chairman Mr. Jack said the sales were nego-

tiated over the past two weeks 00 tonnes going to China 600,000 to India.

Australian wheat exports in current year, totalling 5m. tons, would be an all-time d, he added. Reuter

DIAN COTTON

Our Own Correspondent NEW DELHI Jan. 28 INTERNATIONAL Development Association, the soft agency of the World Bank approved a credit of \$15m. financing an integrated cotton development project in

plants about 25 per cent of world's cotton crop, but less than 10 per cent

the world's supply. The new project aims to key improvements in representative cotton

areas

London cocoa values surge to 14-month peak

BY RICHARD MOONEY

COCOA VALUES surged further on the London Commodity market yesterday in response to a new wave of trade and speculative buying.

The May quotation climbed to £750 a tonne at one stage before slipping back to finish £745 higher on the day, at £745.25, the highest second position closing level for about 14 months.

This week's rise has generally been attributed to fears that West African crops could turn out to be lower than expected, following poor purchase figures from Ghana, the Ivory Coast and Cameroon last week.

In view of the rising trend in world consumption, market sources are beginning to feel that the anticipated small surplus of production over consumption this season could turn into a deficit, if the African crop fails to come up to expectations.

The Cameroon crop is giving particular cause for concern, having lost a lot of its year improvement against last year in recent weeks.

Though dealers fear that a tight nearby situation could develop eventually, there seems to be no shortage of deliverable cocoa in Europe at the moment.

In fact, physical premiums over nearby futures quotations have narrowed significantly in the past week and sales by producing countries were much in

move next.

Even if the concern over West African crops turns out to be justified, it must be remembered that consumption projections could be upset by the present high level of prices.

On the coffee market, meanwhile, this week's sharp rise was brought to a halt yesterday, the March quotation falling by £2.5 to £743 a tonne.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

evidence yesterday.

Good industry uptake has been a feature in this week's £50 a tonne rise but buyers tended to back off yesterday, when the £750 level was tested. Although many dealers feel that the market is overbought at current levels, no one is willing to predict which way the market will

move next.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in cocoa helped the Reuters commodity index to reach its highest point since December 11, 1974, at 1203.0—up 8.0 compared with the previous day.

The all-time high for the index was on February 26, 1974, when it went to 1479.7, while the 1976 high point was 1190.7 on August 18.

Yesterday's rise was also helped by copper, tin, lead, sugar, soybeans, rubber and wheat price rises, offset by slightly lower meat and zinc quotations.

The market was expected to open higher, in line with the overnight one in New York. But in the event, with buyers

hesitant, profit-taking following the recent rise was enough to set prices on a downward path.

The rise in

FT SHARE INFORMATION SERVICE

BRITISH FUNDS										
1975	High	Low	Stock	£	+ or -	Div.	Gross	Yield	F.M.	Ref.
99%	94%	91%	"Shorts" Lives up to Five Years	99%	+1	—	—	—	9.46	
98%	92%	89%	Exch. Socpt 1976	98%	+1	6.60	9.51			
99%	97%	92%	Treasury Socpt 1976	98%	+1	4.64				
102%	96%	91%	Victory 4pc 1976+	98%	+1	10.46	9.72			
97%	88%	82%	Treasury 5pc 1976+	100%	+1	6.44	9.13			
95%	86%	81%	Treasury 5pc 1977	97%	+1	3.13	6.87			
103%	96%	91%	Electric Socpt 74-77	95%	+1	11.27	10.10			
94%	84%	79%	Treasury 11pc 1977	102%	+1	3.20	6.70			
93%	84%	79%	Treasury 3pc 1977	93%	+1	4.27	7.68			
96%	90%	82%	Exch. Socpt 4pc 77-77	96%	+1	9.28	10.63			
100%	96%	89%	Treasury 10pc 1978	100%	+1	10.50	10.49			
92%	79%	74%	Exchequer Socpt 76-78	92%	+1	5.41	8.23			
103%	94%	87%	Treasury 11pc 1978	103%	+1	11.28	10.88			
86%	71%	64%	Treasury Socpt 78	86%	+1	3.46	7.24			
87%	73%	64%	Electric 4pc 74-78	87%	+1	4.85	8.22			
100%	90%	81%	Treasury 10pc 1978	97%	+1	10.72	11.16			
97%	95%	87%	Do 10pc 1978-79	97%	+1	10.72	11.16			
85%	71%	64%	Electric 3pc 76-78	85%	+1	4.04	7.61			
95%	84%	78%	Treasury Socpt 1980	95%	+1	9.61	10.99			
95%	89%	81%	Treasury 5pc 1980	93%	+1	10.12	11.33			
93%	92%	84%	Treasury 9pc 1980	93%	+1	10.12	11.34			
85%	68%	57%	Treasury 3pc 77-80	85%	+1	4.08	7.36			
87%	71%	64%	Funding Socpt 78-80	87%	+1	6.61	9.78			
101%	94%	81%	Treasury 11pc 1981	101%	+1	11.34	12.28			
Five to Fifteen Years										
85%	66%	52%	Treasury 2pc 1981	85%	+1	4.09	6.95			
91%	72%	56%	Do 2pc 30-82	89%	+1	9.52	10.99			
105%	86%	72%	Treasury 12pc 1982	105%	+1	11.34	12.71			
78%	55%	40%	Funding Socpt 1982	78%	+1	7.01	9.41			
85%	61%	49%	Treasury 20pc 24-2004	84%	+1	10.10	11.69			
73%	51%	40%	Funding 6pc 24-2004	73%	+1	9.06	10.91			
76%	53%	40%	Treasury 14pc 25-88	75%	+1	10.26	11.57			
50%	32%	24%	Transport Socpt 78-88	50%	+1	6.01	10.21			
58%	39%	28%	Treasury Socpt 35-88	58%	+1	2.77	12.20			
100%	96%	84%	Treasury 13pc 1982	100%	+1	13.05	13.05			
75%	57%	40%	Treasury 5pc 87-90	74%	+1	11.25				
Over Fifteen Years										
58%	47%	34%	Funding 5pc 1981-81	58%	+1	10.13	11.99			
97%	85%	72%	Treasury 12pc 32-71	97%	+1	13.16	15.22			
97%	83%	70%	Treasury 12pc 30-71	95%	+1	13.22	13.38			
56%	40%	30%	Funding 5pc 1982-82	56%	+1	11.03	12.43			
75%	54%	40%	Treasury 5pc 34-77	75%	+1	12.51	13.99			
35%	24%	19%	Gas 5pc 35-75	35%	+1	8.57	11.40			
102%	75%	55%	Treasury 12pc 30-77	98%	+1	13.37	13.41			
74%	54%	40%	Treasury 5pc 32-77	74%	+1	12.68	13.11			
35%	26%	21%	Redp. 3pc 1985-95	34%	+1	8.85	11.56			
98%	86%	74%	Treasury 13pc 37-77	96%	+1	13.47	13.48			
100%	88%	76%	Do 13pc 37-77	100%	+1	13.51	13.51			
69%	53%	40%	Treasury 5pc 39-77	67%	+1	12.77	13.19			
59%	40%	30%	Treasury 5pc 39-81	56%	+1	12.31	12.96			
75%	54%	40%	Treasury 5pc 1980-84	73%	+1	12.99	13.25			
30%	22%	17%	Funding 3pc 39-84	30%	+1	11.39	12.34			
64%	47%	37%	Treasury 5pc 02-88-88	64%	+1	13.82	13.26			
45%	33%	23%	Treasury 5pc 16-19-88	45%	+1	12.79	12.95			
59%	45%	33%	Treasury 5pc 12-19-88	59%	+1	13.19	13.14			
Undated										
28%	22%	19%	Kerosene 4pc	28%	+1	6.55				
27%	20%	17%	War Loan 3pc 87	27%	+1	12.99				
28%	22%	19%	Conv. Socpt 51-81	28%	+1	12.80				
22%	17%	12%	Treasury 5pc 65-82	22%	+1	13.76				
19%	14%	10%	Consols 25pc	19%	+1	13.23				
19%	14%	10%	Treasury 5pc	19%	+1	13.61				
INTERNATIONAL BANK										
72%	58%	50%	Socpt Stock 77-82	72%	+1	6.88	11.66			
99%	91%	82%	Socpt Stock 1976	99%	+1	8.06	10.92			
CORPORATION LOANS										
88%	60%	54%	Bittern Bank 5pc 75-81	87%	+1	10.58	12.75			
92%	87%	75%	Bristol 6pc 75-77	92%	+1	6.74	10.87			
93%	82%	71%	Easier Share 75-77	93%	+1	5.89	10.95			
98%	90%	80%	G.L.C. 5pc 1976	98%	+1	6.87	10.59			
95%	85%	75%	Do 7pc 1975	95%	+1	7.63	11.64			
101%	92%	82%	Do 12pc 75-82	101%	+1	12.65	13.07			
77%	63%	52%	Herts. 5pc 75-80	77%	+1	6.74	12.55			
93%	83%	72%	Herts. 5pc 76-77	93%	+1	7.47	11.47			
89%	71%	61%	Do 5pc 80-84	89%	+1	11.63	13.14			
25%	17%	14%	Do 3pc 80-87	25%	+1	14.38				
89%	77%	64%	Lon. Corp. 5pc 75-78	89%	+1	7.32	11.96			
81%	66%	52%	Do 5pc 84-85	81%	+1	11.78	13.44			
90%	78%	65%	L.C. 5pc 75-78	90%	+1	6.66	11.96			
74%	59%	47%	Do 5pc 77-81	74%	+1	7.62	12.71			
64%	48%	38%	Do 5pc 82-84	64%	+1	8.62	12.79			
56%	40%	30%	Do 5pc 85-87	57%	+1	9.77	13.16			
60%	42%	30%	Do 5pc 88-90	61%	+1	11.95	14.05			
22%	15%	10%	Do 3pc 20-80	22%	+1	14.01				
92%	82%	71%	Middy 6pc 75-77	92%	+1	6.77	11.45			
78%	64%	54%	Do 5pc 1980	78%	+1	6.71	12.91			
89%	76%	64%	Newcastle 5pc 78-80	87%	+1	10.54	12.99			
101%	94%	82%	Warwick 12pc 1980	100%	+1	12.43	12.70			
COMMONWEALTH & AFRICAN LOANS										
90%	89%	81%	Austl. Aug. 4pc 74-76	90%	+1	6.20	11.23			
85%	80%	74%	Do 5pc 75-78	85%	+1	6.38	11.89			
80%	66%	52%	Do 5pc 77-80	80%	+1	6.98	12.29			
73%	58%	42%	Do 5pc 81-82	73%	+1	7.69	12.33			
80%	71%	54%	N.Z. 4pc 1976-78	80%	+1	12.86	10.97			
82%	63%	48%	Do 5pc 78-80	80%	+1	7.60	12.25			
70%	56%	42%	Do 5pc 79-80	70%	+1	10.77	12.93			
45%	37%	28%	Do 5pc 81-88	45%	+1	12.77	13.20			
47%	37%	28%	Do 5pc 88-90	47%	+1	12.77	13.20			
20%	15%	11%	Fireside Tire 0	20%	+1	5.10	12.46			
28%	21%	15%	First Chicago 55	21%	+1	5.10	12.46			
28%	21%	15%	Fleet Corp. 52	28%	+1	5.00	12.46			
42%	32%	21%	Ford Motor 52	40%	+1	5.00	12.46			
47%	38%	21%	G.N.T.A. 52	47%	+1	5.00	12.46			
45%	31%	21%	Globe Elect. 52	44%	+1	5.00	12.46			
30%	24%	14%	Globe 51	28%	+1	5.00	12.46			
35%	27%	17%	Crown Zell 55	35%	+1	5.20	12.46			
20%	15%	12%	Cutter Hammer 55	20%	+1	5.10	12.46			
27%	21%	15%	Exxon 51	27%	+1	5.00	12.46			
20%	15%	10%	Federal Pt. US\$10,000	20%	+1	5.00	12.46			
22%	15%	10%	Texaco Pt. US\$10,000	22%	+1	5.00	12.46			
87%	42%	15%	Transamerica 51	84%	+1	5.00	12.46			
65%	26%	14%	U.S. Steel 52	65%	+1	5.00	12.46			
10%	75%	57%	U.P.S. 51	91%	+1	5.00	12.46			
29%	15%	10%	Veter. Indus. 50-55	20%	+1	5.10	12.46			
20%	70%	42%	Wetzel Indus. 50	20%	+1	5.10	12.46			
67%	36%	14%	Xerox Corp. 51	51%	+1	5.10	12.46			
14%	82%	52%	Japan Corp. 25c	98%	+1	5.00	12.46			
14%	75%	52%	U.S. Steel 50c	75%	+1	5.00	12.46			
14%	64%	52%	Yerkes Corp. 50c	64%	+1	5.00	12.46			
14%	54%	52%	Imperial Oil 50c	54%	+1	5.00	12.46			
22%	16%	14%	Imperial Oil 50c	19%	+1	5.00	12.46			
75%	46%	32%	Int. Nat. Gas 51	75%	+1	5.00	12.46			
23%	14%	12%	Int. Nickel 51	23%	+1	5.10	12.46			
17%	9%	7%	Merger Corp. 51	19%	+1	5.00	12.46			
23%	16%	12%	Pacific Pet. 51	22%	+1	5.00	12.46			
32%	11%	9%	Place Gas 51	30%	+1	5.00	12.46			
27%	13%	10%	Plaza Corp. 52	27%	+1	5.00	12.46			
23%	18%	13%	Royal Dutch 52	23%	+1	5.00	12.46			
26%	19%	14%	Seagram Co. 51	24%	+1	5.00	12.46			
26%	19%	14%	Soc. Gén. 52	24%	+1	5.00	12.46			
14%	82%	52%	Yerkes Corp. 52	98%	+1	5.00	12.46			
S.E. List Premium 65%+ (based on \$2,000 per										
AMERICANS										
1975	High	Low	Stock	£	+ or -	Div.	Gross	Cvr.	F.M.	Ref.
14%	51%	ASA	12%	—	—	—	—	—	—	11
4%	45%	AMF 5% Com. 87	45%	—	—	5%	—	—	—	11
44%	20%	Austin 51	42%	—	—	SL.15	—	—	—	11
21%	11%	Austin Spring 56%	20%	-1	—	SL.40	—	—	—	11
43%	21%	Baker Oil Tls 51	40%	—	—	41.00	—	—	—	11
16%	71%	Bell & Howell 51	15%	—	—	84	—	—	—	11
4%	40%	Bendix Corp. 55	39%							

171 ^a	11 1/4" Tor. Dom. Blk. 51	15	...	70c
970p	6000' Trace. Can. Pipe 3 1/2"	970p	+40	72c
7900	5150' White Pass....	790p		435c

шапа 661-47 базед на 32.5

THE AVES AND BIRDS PURCHASED

BUILDING INDUSTRY—Continued

DRAFFERY AND STORES—CONT'D.

Engineering—Con-

INDUSTRIALS (Misc)



HALL & PICKLES
SHEFFIELD
STEEL · WIRE
TOOLS

FINANCIAL TIMES

Friday January 30 1976

BEL
SCOTCH WH

'Stay near Iceland' offer to trawlers

BY DAVID BUCHAN

THE GOVERNMENT has set "not too far off the mark" how ever, in seeking compensation for an Icelandic reply to its two proposals for an end to the two-month-old cod war, while it has offered British trawlers £100,000 compensation to stay in Icelandic waters until then.

The compensation terms were announced to the Commons by Mr. Fred Peart, Minister of Agriculture and Fisheries, hours after the fleet, angry at their "enforced idleness" in response to Mr. Wilson's appeals to haul in their gear and stop fishing during the negotiations, started to head for home shortly after noon yesterday.

Mr. Peart said the loss of earnings compensation would cover the period January 24 to February 4 inclusive, indicating the Icelandic Government's reply was expected before the later date. Mr. Wilson's talks with Mr. Geir Hallgrímsson, the Icelandic Prime Minister, began on January 24.

It was not at first clear whether the Government offer would cause the trawlers to change course and return to the disputed fishing zone. Late last night, while still in Icelandic waters, the skippers got together to discuss the terms, and the indications were that the fleet would remain there for the time being.

The British Trawlers Federation, which represents the trawler owners, said the sum offered was

it would prove unnecessary, the trawlers steamed right out of the Icelandic waters, the British negotiating position would have been dealt a damaging psychological blow. As it is, the trawlers were still within the 50-mile zone and prime fishing grounds when Mr. Peart's offer reached them.

Jon Magnusson reports from Reykjavik: The Icelandic Coast Guard told me that some 20 British trawlers, fishing off northeast Iceland, left the banks shortly after noon, gathering more as they moved south. Four unarmed British protection vessels followed, and behind them three Icelandic Coast Guard ships.

Radio communication stations on shore heard the trawlers say they were angry at the lack of support from the British Government.

The Icelandic Government is still discussing the results of the London talks. A joint meeting of the Foreign Affairs and Fisheries Committees will be held to discuss the new developments.

Mr. Hallgrímsson said an official statement would be issued at the same time in London and Reykjavik, but he did not say when. It is expected on Monday or Tuesday.

Hallgrímsson under pressure.

Page 5

Compensation aside, the only other step that would have halted the irate convoy of British trawlers, was the exacting by Britain from Iceland of a firm promise of no further gunboat harassment.

This despite representations by the British Ambassador in Reykjavik yesterday was not forthcoming. But, while having no public guarantee, stand off to the skippers, Whitehall was confident that the Icelandic coastguard would now "go easy."

Mr. Peart issued an appeal for the skippers to comply with any gunboat's orders in the hope that

they would prove unnecessary.

Mr. Peart's offer of compensation for the trawlers did not set a tone which had apportioned an humiliation for the British Government. Had the trawlers steamed right out of the Icelandic waters, the British

Guild, said he was "very pleased" at the £100,000 figure, adding that the British fishermen would have been content with Government recognition of just the principle of compensation.

The basic crewman's wage is £35 per week, but the bulk of his earnings is made up by profit payments on the amount of the catch. Moreover, the skippers and their mates have no basic wage and therefore totally depend on earnings rated to the catch.

Go easy'

Compensation aside, the only other step that would have halted the irate convoy of British trawlers, was the exacting by Britain from Iceland of a firm promise of no further gunboat harassment.

This despite representations by the British Ambassador in Reykjavik yesterday was not forthcoming. But, while having no public guarantee, stand off to the skippers, Whitehall was confident that the Icelandic coastguard would now "go easy."

Mr. Peart issued an appeal for the skippers to comply with any gunboat's orders in the hope that

My confidence was misplaced, says Thorpe

BY JOHN BOURNE, LOBBY EDITOR

MR. JEREMY THORPE, the any depositors losing their Liberal leader, yesterday conceded that he had made an error of judgment over his helped the group to create.

Both the luminecence of the report by Mr. Scott making his allegations were considered at Mr. Thorpe's suggestion at a meeting of Liberal MPs on Wednesday night. The MPs gave him their support. As one said yesterday:

"If there was ever any possibility of a cover-up to protect him as leader this March, the unfair allegation made in court yesterday will have stopped it."

Ludicrous

Mr. Cyril Smith, the Liberal chief whip, who is understood to have consulted Liberal MPs individually before Wednesday's meeting, said last night: "Mr. Thorpe's parliamentary colleagues consider that the court case allegation is ludicrous and totally irrelevant to the issue of the party leadership."

Liberal members maintain that Mr. Thorpe had taken the best City advice before joining London and County.

Mr. Dennis Skinner, Left-wing Labour MP for Bolsover, said in the Commons: "One thing the report points to is the gross misjudgment of the leader of the Liberal Party. He was an expensive member of an orchestra who did not want to be responsible for the tunes that were being played."

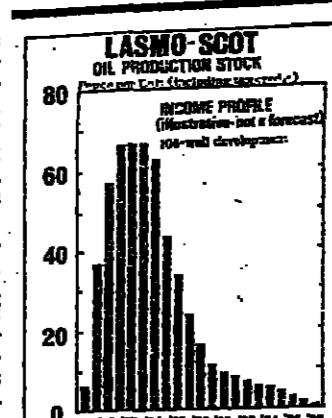
The Department of Trade's report says that Mr. Thorpe's loans in the group did not lead to

events of the past couple of years have made the whole financial community much more alert. But the inspectors call for improved standards of disclosure in the treatment of cash balances, commitment fees and loans, together with their suggestion of tougher treatment for directors who knowingly mislead auditors, or who use

loans from their company to support its shares, need to be taken very seriously indeed.

Their report is certainly required reading for all those interested in the City's self-regulatory role.

Index rose 4.1 to 408.7



market price of a not be related to such. The stock have an enormous security to play well, at least, a direct North Sea oil field, although not so much to changes in the £. And the units will be value above par, for value of the income unit, after discount per cent p.a., would £25p on the basis of £12.50 assumptions given in illustration in the pi.

If the OPS hold the value in the market it will be a £21.50 premium

to the £15.50 in the loan stock. But a hefty discount in value is likely—W

kenzie tends to work in arriving a value. That may be mystic here, but it is to see the issue package up any substantial over for the stags.

Gestetner

Gestetner is coming, the recession with its few blemishes; after profits of nearly £500,000 first six months, the total is £434,000 up a pre-tax to the 'A' jumped 15p to 182p. With over three-quarters of its earned abroad, gains contributed £1.9 million to the share of profits from America, though there has also been firmer since the summer general. Gestetner helped by the surprising level of usage of supplying machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On current year prospects the group is sticking to familiar value formula using "cautiously optimistic" there are no signs yet finite upturn in demand wide. A clear potential for an improvement of hundred thousand pounds Rex-Rotary with the less calculator side now close

expansion of machine sales.

On